

90 injured as demonstration aircraft hits trees with 127 on board

Airbus flights halted as four die in crash

From Philip Jacobson, Paris

Air France last night suspended all flights of the latest Airbus after at least four people died and more than 90 were injured when an Airbus A320 crashed near the Swiss-French border.

As an investigation into the crash began, it seemed that a major disaster had been averted when the A320, carrying 127 people, hit trees during a low-level pass over Habsheim airport.

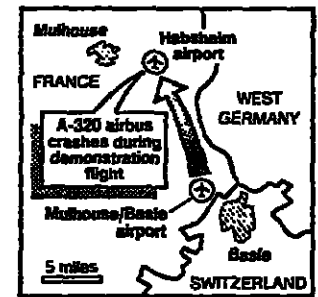
The plane had been chartered from Air France for a demonstration flight, which took it over about 30,000 spectators on the Mulhouse-Habsheim airfield.

Flown by two Air France captains with special expertise on the A320, it was said to have roared across the runway with its landing gear down, at

a height of barely 60 feet, before failing to clear the trees directly ahead.

According to one of the first rescuers to reach the tangled wreckage in a dense forest, the pilot, M. Michel Hasselme, said: "I wanted to boost the power but the plane didn't react." M. Hasselme, who was shocked but not seriously hurt, is the chief instructor for Air France's Airbus pilots.

One of the survivors, Mme. Alide, aged 25, said that she



had heard branches scraping along the bottom of the plane. "After that, everything happened very quickly," she said. "The plane hit the ground very hard and stopped, then there was a fire at the front."

A policeman who was among the first to reach the site said the lives of many passengers were saved because the plane's fall was cushioned by trees. He said the plane skidded the trees, falling on its tail before its rear end exploded and caught fire.

"The plane did not go into a nose-dive. It belly-flopped on to the trees," he said.

Moments after the plane went down, helicopters from France and Switzerland were searching for the site of the crash. Firefighters who struggled through the dense forest to reach the wreckage were able to douse the flames fairly quickly.

Hours after the crash, only the tail of the plane still rose above the smouldering shell, surrounded by dense foliage.

The director of France's Civil Aviation Board, M. Daniel Tenenbaum, expressed surprise that the A320 was on a demonstration flight. "I am a bit surprised at the circumstances of this demonstration flight. This was a passenger airliner," he said.

An investigation into the cause of the accident will be headed by M. Tenenbaum. Investigators will certainly consider the possibility of a failure of the plane's highly-advanced electronics.

On the inaugural flight of

the first A320 delivered to Air France, when the then Prime Minister M. Jacques Chirac was aboard, four out of five electrical circuits went out of action when a transformer broke down. Air France insisted that the aircraft had been in no danger.

● Sales hopes hit: The crash will come as a shattering blow to hopes that the A320 would become one of the world's most popular jets (Harvey Elliott writes).

Airbus Industrie is a four-nation consortium in which British Aerospace has a 20 per cent stake. The wings of the Airbus are made by British Aerospace at Chester, Bristol and on Humberside.

The consortium placed its faith in a sophisticated electronic control system, known as fly by wire, in which a series of computers virtually take the controls from the pilot. It is said to make the A320 impossible to crash.

It is now clear that something catastrophic must have gone wrong with this system, causing the jet to go into an "impossible" stall.

Even before the Airbus was built, it was the world's best selling twin-engine jet with more orders than any other aircraft. The launch customers were British Caledonian and Air France. British Airways took over the orders from BCal and now have two in service from Gatwick, with eight more due for delivery over the next two years.

The fly-by-wire technology was tested repeatedly by international test pilots led by Captain Gordon Corps, a former chief test pilot with the Civil Aviation Authority. The jet became the first aircraft to be awarded a certificate of airworthiness under a joint European system for aircraft built in the Community.

● Second crash: The A320 entered commercial service in April (Reuters reports). Yesterday's crash was only the second time in Airbus's 18-year history that it had suffered a fatal crash.

Last September, five crew members aboard an earlier Airbus model, an A300 B4 belonging to Egyptair, were killed when it crashed on a training flight near Luxor in Egypt.

There had been three previous crashes involving Airbus jets, but none had caused any casualties.



The smouldering wreckage of the Air France A320 that crashed in France yesterday with more than 120 people on board

Man still held in M50 case

By Craig Seton

Police investigating the M50 murder were still questioning a man from South Wales last night, 24 hours after he had been arrested at the social club in the Pontypridd area where he works.

The arrest came exactly a week after Mrs Marie Wilks, of Warndon, Worcester, a 22-year-old pregnant mother, was abducted and stabbed to death.

Her body was dumped near Tewkesbury on the M50, after she had tried to use an emergency telephone to report that her Marina car had broken down.

The arrested man's wife is understood to be expecting a child in six weeks, at about the same time that Mrs Wilks was expecting her child.

Immediately after the arrest, police took possession of a silver coloured Renault 25 car which was parked outside a three bedroomed council home and began forensic tests on the vehicle.

The arrest came only hours after West Mercia police staged a reconstruction of Mrs Wilks' movements.

The man was taken in handcuffs for questioning at Pontypridd police station and later West Mercia police drove him back to Worcester police station. Report, page 3

Thatcher facing strong pressure to join EMS

From Richard Owen, Hanover

Mrs Margaret Thatcher today faces a concerted Franco-German campaign designed to put pressure on Britain once and for all to join the European Monetary Union.

They want Britain to join at the earliest possible date as the first essential step toward ECU monetary union after 1992 and the eventual creation of a European Central Bank.

Diplomats preparing for the two-day EEC Hanover summit, which starts today, said this determined push by Bonn and Paris for sterling to enter the EMS came despite Mrs Thatcher's fierce opposition to such a move. It also came in the face of the Prime Minister's out of hand rejection last week of a Central Bank for Europe.

Such a bank is strongly favoured by Chancellor Kohl, who is chairing the summit to mark the end of West Germany's six month EEC Presidency. "She is adamant, but so are we," one diplomat said.

Another row is building over whether the creation of the single market in 1992 involves giving workers and trades unions a more influential voice in industry, to give a Europe without frontiers "a social dimension". One official said that, in Mrs Thatcher's case, this was like a red rag to a bull.

"We have seen Mrs Thatcher change course before," one West German source said. "It can happen again." Sources acknowledged, however, that a compromise might take "one or two summits" to achieve.

A diplomat said the Government had studied the legal implications of the Single

union as essential for exchange rate stability as 1992 comes into effect.

Bonn is hoping that the Hanover summit will celebrate West Germany's achievements in pushing through internal market directives - a third of the 300 directives have been passed so far - and will avoid the conflicts which have marred past summits. After the farm spending and budget reforms of the Brussels summit in February, Bonn wants the Hanover summit to chart the way forward for the EEC.

"The problem is," one West German said, "that Mrs Thatcher seems to regard the independence of the pound as some kind of national virility symbol."

British officials retort that Paris and Bonn are themselves divided on the structure of a future European Bank and on whether a common EEC currency based on the Ecu (European Currency Unit) is desirable. The British tactic at Hanover appears to be to satisfy the Franco-German alliance on monetary matters by agreeing to wider use of the Ecu, but this may not prove enough.

Mrs Thatcher said last

Continued on page 24, col 1

Leading article 17

European Act signed by Mrs Thatcher three years ago and ratified by all EEC parliaments. It had concluded that Britain had no power to veto internal market measures as laid down in the Act. But British officials maintain that monetary union is not a legal obligation.

The Germans and French, however, regard monetary

Frigate orders to counter criticism

By Michael Evans
Defence Correspondent

The Government is expected to order three, possibly four, of the Royal Navy's latest Type 23 frigates this week, hoping the announcement will take the sting out of a damning report on the reduced strength of the Fleet to be published tomorrow by the Commons defence select committee.

The order, which is bigger than had been anticipated, has been fought over bitterly by four shipbuilding companies desperate for Government contracts to keep their workforces employed. According to Government sources, the battle for the contracts has produced a highly competitive price, believed to be about £110 million per ship.

The four yards which tendered bids were Vauxhall, owned by GEC, Swan Hunter, Vickers (VSEL) and Vosper Thornycroft. All the companies have said they will have to shed jobs unless they win the orders, which are expected to benefit two of the yards.

Last October, Mr George Younger, Secretary of State for Defence, announced at the Conservative Party conference that the Government would order "up to four" more Type 23 frigates, but with the defence budget under considerable pressure, it was feared that it would order on a piecemeal basis, with two frigates this summer and the second two next year.

However, sources indicated yesterday that, because the bids were so competitive, the Government might order four frigates this week.

The announcement will coincide with a highly critical report from the Commons defence committee rejecting the Ministry of Defence's claim that the Royal Navy strength remains at "around 50" frigates and destroyers.

The report is expected to claim that the number of warships ready for operation at any one time is as low as 28, with the committee accusing the Government of including in its list vessels that are not fit to go to sea.

The new Type 23 frigates will replace the ageing Leander Class frigates, many of which are more than 20 years old.

During its inquiry, the all-party committee of MPs has tried to identify the peacetime tasks of the surface fleet and to assess whether they are being adequately performed.

● The Type 22 frigate HMS Coventry, the last Royal Navy ship to replace vessels lost in the Falklands, began sea trials yesterday, and will be handed over to the navy on July 1. The ship was built at Swan Hunter on Tyne.

Westland, page 6

INSIDE INFORMATION for JULY

● Today *The Times* gives a complete guide to the major events in the month of July, from the World Custard Pie Championship to the first night of the Proms, from the fourth Test at Headingley to Dublin's 1,000th birthday. Page 22

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● The Portfolio Accumulator fund now stands at £98,000; there is also the daily prize of £4,000 to be won. Prices: page 28

IN PART 2

Gatting back

Mike Gatting, the former England cricket captain, has been selected in the squad of 13 for the Third Test, starting on Thursday. Page 48

Base rate fear

Base rates are likely to rise again - to 9.5 per cent - if there is adverse reaction to the May trade figures. Page 25

Faldo victory

Nick Faldo holed a 25ft putt on the eighteenth green for an eagle three to win the French Open golf title. Page 48

5% inflation

Inflation is predicted to rise to about 5 per cent early next year by the London Business School. Page 25

TIMES FOCUS

The remarkable growth of West German industrial investment in Britain, attracted by the improved economic climate, is outlined in a Special Report. Pages 29-38

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Hattersley warning on party unity

By Philip Webster
Chief Political Correspondent

Mr Roy Hattersley said last night that Labour must pull itself together if it was to win the next general election.

He said that the party must "steer a straight course" and denied suggestions that Mr John Smith, the shadow chancellor, would challenge Mr Kinnock for the leadership.

Mr Kinnock is planning to turn the spotlight away from Labour's internal troubles with a series of attacks on Thatcherite values and the health service.

He is to speak on Wednesday at the annual conference of the National Union of Mineworkers, whose president, Mr Arthur Scargill, yesterday hailed Mr Tony Benn as the "best Labour Party leader."

Full report, page 24

Channon campaigns for big rise Pressure to boost roads cash

By Philip Webster and Rodney Cowton

Channon and Mr John Major, Chief Secretary to the Treasury.

However, there is understood to be an acceptance within the Government that more must be spent both because of the big economic benefits for the country of better roads and the political disadvantages for the Government of millions of unhappy motorists.

Mr Channon is expected to argue that a significant extra sum is needed to be devoted primarily to deal with congestion in out-of-town areas.

Improving routes to the south-west and within areas such as the Black Country are said to be high priorities. Making good as quickly as possible the shortfalls in this year's programme will be an immediate aim.

As an estimate was made last week that traffic congestion in London and other big conurbations was costing £3

billion a year Mr Channon was obliged to reveal that the motorway and trunk road maintenance programme was in difficulty.

The problem has arisen mainly because prices being quoted by industry for road works have started to rise, and Mr Channon is finding that his budget, though at record levels, will buy less work than had been supposed.

As a result some important reconstructions of motorways and trunk roads scheduled for this financial year will have to be delayed.

The British Road Federation said last night that economic growth was providing unexpected additional revenue from motoring taxation. "The Government must start spending some of its windfall on providing a road system that can cope with the needs of a modern and expanding economy".

Continued on page 24, col 6

Kabul fire wrecks Soviet jets

By Our Foreign Staff

Fire and explosions, believed to have been caused by guerrilla attacks, destroyed eight Soviet fighter planes at Kabul airport in the biggest single blow to Soviet air power of the Afghan war, diplomats in Pakistan said yesterday.

Eight Su-25 jet fighters were wrecked on the tarmac on Thursday, the diplomats said, quoting intelligence reports from Kabul. The reports said Kabul flights had been diverted because of the fire.

Several reports claimed that incoming rockets or shells may have struck one aircraft, setting off an explosion which destroyed the rest.

Moscow began withdrawing its forces from Afghanistan last month but the Soviet-backed Kabul regime appears to have launched a big new bombing campaign in Peshawar.

Continued on page 24, col 6

Alexandria library poses million-dollar question

From Susan MacDonald
Alexandria

The question of who destroyed the ancient library of Alexandria has generated centuries of academic and political wrangling. Yesterday President Mubarak of Egypt posed the question that may be no easier to answer: who will pay to build its successor?

Julius Caesar, who was firing the Alexandrian fleet at the time, remains the chief suspect for depriving his successors of the greatest concentration of intellectual property the world has ever known. Emperor Theodosius has a case to answer too - for the dark-age pillaging carried out by his Christian soldiers among the papyrus collected by the Ptolemies. Christian

propaganda counterclaims that countless works were lost for ever to the boilers that heated the baths of the city's later Arab conquerors.

In fact the most plausible guilty parties are time, poverty, and political indifference - factors which still have to be overcome by the £89 million project to return Alexandria to bibliophilic glory.

Yesterday, after laying three of the four ceremonial foundation bricks, Mr Mubarak turned to Unesco's Director-General, Professor Federico Mayor, and said: "Here, you lay the last one, in the hope that you will provide the biggest financial outlay."

Neither the Egyptian Government nor Unesco has the money to make the re-creation of such a scale of

learning a reality. Yesterday's ceremony was designed to launch an international appeal to capture the imagination of the world, in the same way, it is hoped, as did the salvation of the Temples of Abu Simbel.

The new library is proposed eventually to house between four and eight million books. The first stage, is scheduled to begin in 1995 with an initial 200,000 volumes. The accent will be placed on Greece, the Middle East, Coptic Christianity and the influence of Islam.

In speeches inside huge ceremonial tents to mark the foundation stone laying, Egyptian Ministers stated that Egypt had decided to make culture a cornerstone of education. Egyptians are to be given a new pride in their

glorious past. But not all agree. Alexandrians point out that they already have a library which is in a dirty rundown state from lack of funds. The idea of full computerization in such a new library is hard to take seriously in a city better known for power cuts than software.

According to Unesco, however, President Mitterrand has already written to express his support, as has the Italian Government. Other Western diplomatic sources in Egypt say the idea is a worthy one, but that it is probably too ambitious.

The British viewpoint is more one of wait and see. Educational experts would be happy to undertake the staff training - estimated to cost £1.7 million - but on a commercial basis.

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NEWS ROUNDUP

Cave divers fail in final challenge

Two diving specialists have charted new underwater areas in what is considered one of the most dangerous limestone systems in the world, Gough's Cave, under the Mendips.

However, the men failed to get within striking distance of new caves which they believe may exist above the water level after one. Mr Richard Stevenson, suffered severe leg cramps at 130ft as he dived into an area called Sump Three, which formed the previous frontier of exploration.

His partner, Mr Rob Palmer, was leading along a laid rope when he realized Mr Stevenson was missing. He returned to find him in agony. The cramps had been caused by a combination of the exertion of passing through a previous sump and the extreme cold.

Mr Palmer, aged 36, from St Briavels, Gloucestershire, said: "If Richard had not suffered cramp, then we might have got close. But we know the sump is long and it is unlikely we would have got through. The caves are giving themselves up very grudgingly."

Fishing risk goes on

Litter left by Britain's 3,500,000 anglers remains a serious hazard to wildlife, according to an expert at the University of Wales Institute of Science and Technology. Professor R.W. Edwards said that until recently anxiety was focused on the death of swans poisoned by lead shot indistinguishable from gravel. Non-toxic substitutes have since been introduced, and the sale of lead shot is banned, but other forms of litter, ranging from polythene bait bags to drink cans, continue to be lost or discarded.

QE2 propellers faulty

The QE2, flagship of Cunard, is going to return to a shipyard to have its propellers replaced and will be out of service for 10 days at the end of next month. Four yards are being considered for the work, including the Bremerhaven dockyard in West Germany where the liner had a £110 million refit 14 months ago. The only British firm being considered is Thew Engineering in Southampton.

Frigate drugs inquiry

An investigation was under way yesterday after the discovery of cannabis on board a Royal Navy warship. The drug was seized when the frigate Scylla returned to Portsmouth from a short trip to Amsterdam. A spokesman for the Ministry of Defence confirmed that a small quantity of cannabis had been handed to officers from the Royal Navy special investigations branch. The Portsmouth-based frigate carries Sea Wolf anti-aircraft missiles.

Fishermen rescued

Four fishermen were rescued yesterday after their trawler went adrift during a salmon fishing trip off the coast of the Irish republic. The alarm was raised when Mr Teddy Doherty, his son Anthony, Mr John Curran and his son Patrick, failed to return on Saturday. Their boat was towed back to Co Donegal after it was seen off the Scottish coast by an RAF aircraft.

Girl killing charge

A man in his twenties is due to appear in a Belfast court today charged with the murder of a girl aged eight. Sue Ellen Clifford was reported missing from her home in Newtownabbey, County Antrim, on Friday. Her body was found on Saturday night on waste ground behind the town's technical college. A post-mortem examination was carried out yesterday but police said they would not release the cause of death until the court case.

MPs to seek full report on school race killing

By David Tytler, Education Editor

The Commons Select Committee on Education is to be asked this week to consider ways in which the entire Burnage report on the playground murder of an Asian boy could be published under the protection of parliamentary privilege as part of an inquiry into the racial policies of schools.

In a separate move, Mr Ian Macdonald, the London barrister who is chairman of the Burnage inquiry, has written to Mr Kenneth Baker, Secretary of State for Education and Science, asking him to meet members of the inquiry panel to investigate ways in which the report can be published and to discuss its educational implications.

The report is critical of the management of Burnage High School, Manchester, and the way its anti-racist policies were pursued before and after the stabbing to death of Ahmed Ullah, aged 13, by a white pupil.

Manchester City Council has refused to publish it in full on legal grounds. Mr Baker is considering the implications before deciding whether to issue it as a parliamentary paper.

Mr Harry Greenway, Conservative MP for Ealing North and a former headmaster, who

Parents aid discipline

By Douglas Brown, Education Reporter

The Government's inquiry into discipline in schools is being urged to recommend a radical approach to the problem based on strengthening links between schools and their communities.

The idea comes from the Association of Metropolitan Authorities. It says that it has evidence that community involvement in schools reduces violence and bad behaviour, and cuts the number of pupils expelled or suspended.

The claim is made in a paper sent to the inquiry,

chaired by Lord Elton, and written by Mr Kenneth Stringer, director of education in South Tyneside. Mr Stringer said yesterday: "I have no doubt from my experience of schools in my authority that this idea works."

The theory which Mr Stringer says has been successfully tested in south Tyneside is that if local communities feel that they "own" their local school then children will behave better and there will be less vandalism of what is seen as a community "asset".

Scargill says Benn 'best leader'



Mr Arthur Scargill, president of the National Union of Mineworkers, with Mr Tony Benn, whom Mr Scargill called "the best Labour Party leader" at an NUM eve-of-conference rally in Great Yarmouth.

TUC chief is accused of distortion

By John Spicer, Employment Affairs Correspondent

Leaders of the electricians' union have accused Mr Norman Willis, general secretary of the TUC, of orchestrating a campaign of "distortion and misrepresentation" against them.

The accusation was made after Mr Willis said that the Electrical, Electronic, Telecommunication and Plumbing Union was poised to provoke an unprecedented fracture in the trade union movement and that its breakaway from the TUC would force unions into a "free-for-all" campaign of poaching members from each other.

The bitter exchange comes after the TUC general council's decision to give the EETPU two weeks to scrap two single-union, no-strike deals, or face

suspension. Mr Eric Hammond, EETPU leader, has made it clear he has no intention of cancelling the deals and has organized a ballot of the union's 350,000 members which will decide the issue.

Left-wing members in the EETPU are hoping to organize a breakaway electricians union, which would remain affiliated to the TUC.

Mr Willis said at the weekend: "The EETPU (leaders) have an historic decision to make. It is their choice, not the rest of the TUC, whether to produce an unprecedented fracture in Britain's trade union movement."

"The EETPU can choose common sense and order, with respect between unions, and ultimately an agreed set of

rules to resolve differences. The alternative, which sadly the EETPU seems set upon, is a poach members as you will, make arrangements where you want, free-for-all."

Mr John Grant, speaking for the EETPU leadership, said it was sad to find Mr Willis "not only joining in the campaign of distortion and misrepresentation against the EETPU, but now seeking to orchestrate it".

He added: "He has used highly selective facts and figures to damn us and ignores moves under way by the TGWU, of which he is a member, to loot our members and begin precisely the kind of free-for-all which he otherwise condemns."

Chess player, 14, gains £20,000 sponsorship

By Raymond Keene
Chess Correspondent

Matthew Sadler, aged 14, has gained a £20,000 sponsorship deal, a record for British chess, with Craton Lodge Knight, the product developers.

Matthew, from Rochester, Kent, made a big impression three weeks ago in an international tournament in the City of London, to which he had been invited as

a late reserve.

He will use his new resources to acquire computers for storing the thousands of important chess games played around the world each year, and to visit the Soviet Union.

Further support for chess was announced at the weekend when Pilkington Glass confirmed its sponsorship of the World Championship quarter final between Nigel Short and Jon Speelman,

two British players.

In the World Cup in Belfort, France, Jan Ehlvest, the young Russian, still leads with seven points from a possible nine after beating Alexander Beliavsky, a compatriot, in the ninth round. Gary Kasparov, who beat Ljubomir Ljubojevic, of Yugoslavia, has 6½ points in second place. Nigel Short won his adjourned eighth-round game, also against Ljubojevic.

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Match t

By
New regulations on the use of furniture due to Government this week March 1991 materials. Some exceptions are: specialty fabrics such as: treated to conform with Such furniture should contain a fire-re John Butcher, London Trade and Industry, is Last week furniture up to 14,000 jobs and and fabric industry be fire-proofing rules. Jot print on imported fab risk a spokesman for companies said. The new rules cor

Gold f

The ancient Irish dr glittering crock at th Fintona's Rainbow about to come true. the find is more likely thimble than a stocky Gold has been disco Co Mayo and prospe thinking the blessed ric. Traces of the pre have been found on Patrick, the hill in the Connemara where, s to legend, the pat spent 40 days in t emulation of Chris wilderness. Every year, on an 1 day in August, haru grims still walk the in honour of the sai devotions. It would have not gone unnoti Four years ago mining company Ea overed small quantid in the Sperrin Mos Northern Ireland. V became known, p began systematically all the geologically thers and streams

12:50 من الأصل

Man is questioned and car seized in M-way murder hunt

By Craig Seton

A man from South Wales was being questioned last night by detectives hunting the killer of Mrs Marie Wilks, the pregnant mother who was murdered on the M50 in Hereford and Worcester.

The arrested man, who is believed to be aged 32, works in a social club in the Pontypridd area. He was arrested at 7.30pm on Saturday, a week to the hour that Mrs Wilks, aged 22, of Warndon, Worcester, was abducted, stabbed to death and her body dumped on the M50 in Hereford and Worcester as she used an emergency telephone to report that her Marina car had broken down.

The wife of the man being held by police is understood to be expecting a child in six weeks, at about the same time that Mrs Wilks was expecting her baby.

Immediately after the arrest, police took possession of a silver coloured Renault 25 car, which was parked outside a three-bedroom council home and began forensic science tests on the vehicle.

The arrest came only hours after West Mercia police staged a reconstruction of Mrs Wilks' last known movements after her car broke down on the east-bound carriageway of the M50 near Tewkesbury.

West Mercia police had asked for information about a silver-grey coloured, larger than average, saloon car which was seen on the hard shoulder of the motorway at about the time Mrs Wilks was abducted.

After the arrest, the man was taken in handcuffs for questioning at Pontypridd police station, and at 2am yesterday officers from West

Mercia police who had travelled to South Wales drove him back the 80 miles to Worcester police station for further questioning.

It emerged that the arrested man had driven from South Wales to Scotland on the day that Mrs Wilks was abducted.

West Mercia police said last night that officers involved in the inquiry had used a helicopter to transport them to Wales as part of the investigation.

Inspector Roy Bond, of West Mercia police, would not identify the man being held at Worcester police station. But he said: "There are a number of features about this man which makes him of particular interest to our inquiry."

Eye-witnesses said that detectives arrived at the social club just as a disco was about to start. The arrested man was led away in handcuffs.

About three quarters of an hour later, at about 8.15 pm on Saturday, unmarked police cars approached a house near by.

Two officers began a search of the silver Renault car parked outside. Yesterday other police officers began checking the garden of the house with metal detectors.

Since Mrs Wilks' body was found dumped on Monday night down an embankment of the M50 motorway only three miles from where she vanished, 4,000 people have telephoned police to offer help to the police enquiry, including hundreds of people who drove along the motorway a week last Saturday.

Saturday's reconstruction was staged by Woman Police Constable Taryn Green, aged 27, who played the part of Mrs

Wilks. More than 2,000 motorists were questioned. Police are still anxious to interview an anonymous caller who three times telephoned Strathclyde police in Glasgow last week to offer information about Mrs Wilks' murder.

The man has refused to identify himself. Last night Supt Allan Jones, of West Mercia police, appealed for him to come forward because his evidence "could be vital".

On Friday police issued an Identikit picture of a man with spiky hair with yellow or orange streaks whom they wanted to question.

Detectives suspect that Mrs Wilks, who was seven and a half months pregnant, may have been the victim of a sex attacker. Although there were no overt signs of sexual assault, a piece of her under-clothing was missing when her body was found.

Mrs Wilks had been returning to her home at Warndon after visiting her husband

Adrian, aged 27, a carpenter, who was a weekend instructor at an Army cadet camp near Ross-on-Wye, Hereford and Worcester.

Her Marina coupé overheated on the M50 and she walked 700 yards further along the motorway to an emergency telephone point to report what had happened.

She left her sister Georgina, aged 11, and her son Mark, aged 13 months, in the car.

Mrs Wilks had spoken on the telephone to the West Mercia police control room. When an officer tried to get back to her four minutes after she first telephoned, there was no reply.

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Commons bow to racing Lords



Mr Kenneth Clarke, Minister for Trade and Industry, preparing for a charity 10-lap motor race between Lords and Commons at Brands Hatch, Kent, yesterday. He came ninth among 14 starters in the event, which raised more than £1,000. Lord Brocket and Lord Burghersh took first and second places from Mr Roger King (Photograph: Alan Weller).

Police injured in weekend attacks

By Andrew Morgan

Inspector Peter Parker, of Sussex police, was last night still recovering from an attack during a disturbance at a public house in Hastings at the weekend in which he received a face wound needing several stitches.

Local officers said that 20 years ago the incident would have been unthinkable.

Police officers were also attacked on Saturday at a pub in the village of Oughtibridge on the outskirts of Sheffield. The trouble erupted when youths refused to finish their drinks. Police were met with a hail of glasses, stones and public house furniture. Ten youths were arrested and charged with offences, including assault on the police.

Police Constable Carol Fletcher, a community officer, suffered bruising and shock. The incident happened 24 hours after another confrontation in Sheffield when 159 people poured out of cafes and public houses and taunted the police. Nine people were arrested.

Police reinforcements were rushed to Farnborough, Hampshire, after a brawl involving 20 local youths in which three were injured.

Sgt John Knightley, who has 20 years' experience in the Sussex force, said: "Twenty years ago, there was some degree of respect from people on the street. Drunkenness has been around for centuries but, now, youths don't think anything of hitting a policeman. It has spilled into rural areas because of poor manpower. Improve that and it could be nipped out."

A group of boys were being questioned by detectives last night after it was alleged that drunken boys aged 12 threatened two girls with a knife and assaulted them sexually in Bracknell, Berkshire.

Film to counter child abuse

By Kerry Gill

A fresh drive to try to give youngsters the courage to tell of any sexual abuse they have suffered is to be launched tomorrow as social workers fear the intensive debate over the Cleveland inquiry is ruining efforts to help children in need.

The initiative, based on a pop video, is approved by education chiefs and comes at a time when the number of cases being reported is rising dramatically.

In Scotland, up to 13,000 investigations of child abuse were carried out last year, an increase of 260 per cent on the previous 12 months, and that is expected to rise further after the release of the video called "Tell Someone".

However, the Childwatch charity, which is behind the scheme, said it was intended to counteract any dramatic reduction in cases reported after any changes in the child abuse system suggested by the Cleveland inquiry. Mrs Diane

Core, founder of the organization, said: "Childwatch is worried children who have been abused will be ignored because of the fear the general public and professionals have of getting it wrong".

She said the five-minute video got its message across without shocking children.

The film tells the story of a boy named Jimmy who confides in a friend that he has been abused. The friend tells a teacher, who intervenes. A single record, also called "Tell Someone", accompanies the video.

The Scottish figure was announced yesterday at the start of a conference in Glasgow on the problems of child abuse, and was attended by more than 300 delegates including lawyers, doctors and social workers.

The conference is organized by Glasgow University's social paediatric and obstetric research unit, its department of social administration and

social work and the Children's Institute International of Los Angeles. The United States has witnessed a similar increase in child abuse during the late 1970s and early 1980s.

The conference will be told how the US is dealing with the problem.

Yesterday, in a separate development, a councillor in Leeds, West Yorkshire, defended social workers who put a child in the care of foster father who was jailed last week for the boy's murder.

Mr Bernard Atha, former chairman of Leeds social services committee, said parents who criticized social services when losing custody should ask themselves who was originally at fault.

Mr Atha, who chaired the committee at the time of the death of Gavin Maby, aged two, said: "I was satisfied child abuse was undoubted and not at issue when they were taken from their natural parents".

Match test for furniture materials

By Rosemary Unsworth, Retail Affairs Correspondent

New regulations on the flammability of fabrics used in furniture due to be announced by the Government this week will state that from March 1990 materials must pass a match test. Some exceptions are likely to be made for specialist fabrics such as silk, which cannot be treated to conform with the new regulations.

Such furniture should carry a warning label and contain a fire-resistant interlining, Mr John Butcher, Under-Secretary of State for Trade and Industry, is expected to say.

Last week furniture manufacturers said that up to 14,000 jobs could be lost in the design and fabric industry because of the new fabric fire-proofing rules. Jobs at British mills which print on imported fabrics were particularly at risk, a spokesman for three manufacturing companies said.

The new rules come in the wake of the

announcement last January that polyurethane foam in furniture must be made from a more fire-resistant material from March 1989. The change was announced after a spate of house fires at the beginning of the year in which there were 10 deaths in as many days caused by the effects of burning polyurethane foam.

Many manufacturers are already supplying retailers with the new foam, which costs about £20 to £30 more per piece than the old type. Some chains like Allied are to hold sales of the furniture made from foam which will be outlawed next year.

Trading standards officers are worried that second-hand furniture containing the old type of polyurethane foam, a greater fire risk because of its age, will not be covered by the new regulations. They want dealers to use warning labels on second-hand furniture.

Panning for ore in Ireland

Gold find on pilgrims' peak

By Alan Hamilton

The ancient Irish dream of a glittering crock at the end of Flinn's Rainbow may be about to come true, although the find is more likely to fill a thimble than a stockpot.

Gold has been discovered in Co Mayo and prospectors are thanking the blessed St Patrick. Traces of the precious ore have been found on Croagh Patrick, the hill in the north of Connemara where, according to legend, the patron saint spent 40 days in prayer in emulation of Christ in the wilderness.

Every year, on an appointed day in August, barefoot pilgrims still walk the mountain in honour of the saint. Their devotion, it would appear, have not gone unnoticed.

Four years ago the Irish mining company Enniscorthy discovered small quantities of gold in the Sperrin Mountains of Northern Ireland. When that became known, prospectors began systematically to search all the geologically promising rivers and streams down the

entire west coast of the island. Using the traditional panning method employed in California and the Yukon, they struck lucky at Croagh Patrick.

Grains were found in the streams running from Lecanvey Corrie on the side of the hill. An Irish mining company which has secured the mineral rights to the area is drilling to see if the deposits are economically workable.

Mr Michael Murphy, a mining engineer and chairman of Barmia Exploration, said yesterday that the ore appeared to be of quite high grade, and that the signs were good. "Tests have shown that there are 0.5 ounces of gold per 1,000 tons of ore, which compares more than favourably with the average of 0.15 ounces per 1,000 tons", Mr Murphy, whose company is based in Co Tipperary, said.

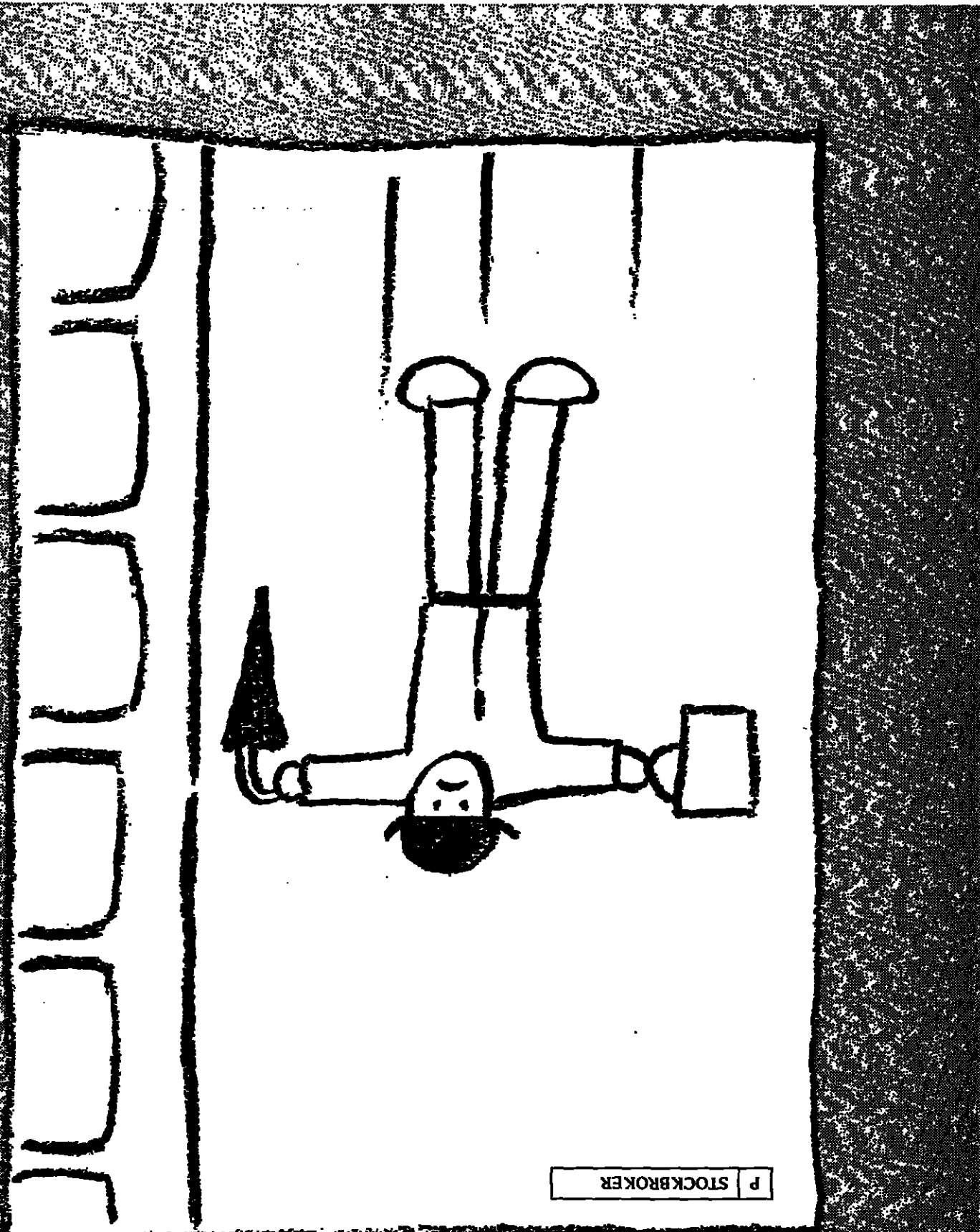
The precise size of the deposit would not be known until a three-year, £400,000 drilling programme had been carried out, but Mr Murphy

speculated that the total deposits would be worth a minimum of £30 million.

Barmia's find is the second gold discovery in Co Mayo this year. Three months ago the Glencar mining company announced that it had found deposits on the other side of the same mountain. There was speculation that the find could be worth £300 million.

Ireland has hitherto been poor in all mineral deposits. Hopes for an offshore Irish oil industry have been largely dashed by the exceptional cost, even by North Sea standards, of recovering the reserves in the Celtic Sea.

A sceptical spokesman at the Irish Embassy in London yesterday declined to dance with delight at the news of the Mayo gold. Ireland, he said, might be one of the poorest countries in the EEC, but its salvation lay in turning round its beleaguered farming-based economy, and not chasing a dream from the mists of Celtic folklore.



60 seconds to draw a word in pictures
2 minutes silence for Henry

PICTIONARY
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The new game from Parker.

Manufactured and distributed by Kenner Parker Tonka, Margrave House, Belmont Road, Maidenhead, Berks. ©1985 Pictionary Inc., Seattle, Washington 98109.



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Just two hundred of the country's entrepreneurial elite will qualify for our innovative and exacting Management Buy-In Programme.

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Its conception, after all, is relatively recent. Symptomatic of the continuing growth of the enterprise culture, it is also something of a phenomenon.

Primarily, it's designed to attract those who, in other circumstances, have had their efforts to achieve a management buy-out blocked or otherwise frustrated.

They may have explored the alternative of starting a company from scratch or switching to a new job but found neither

SINCE SETTING UP IN 1945, WE'VE INVESTED MORE THAN £4 BILLION INTO OVER 9,700 BUSINESSES, MONEY THAT'S OUR OWN, GENERATED BY THE SUCCESS OF THE COMPANIES IN WHICH WE'VE INVESTED.

A company that is probably smaller but offering considerable scope for rapid and spectacular expansion.

It is, therefore, not a takeover as such,

more an injection of dynamism, providing you, the leader, with total freedom to perform to your best.

To this challenge is added the incentive of enough of a stake in the company's equity to make you, if we may be so bold, rich (such reward being dependant, of course, on your success).

THE METHOD. How, then, to make it happen?

For that, back to our programme and your part in it as one of the chosen two hundred.

Throughout the year the programme lasts (during which you'll devote evenings and weekends), we will endeavour to match you with future colleagues, with a view to forming a team.

Hence the absolute necessity for candidates of comparable, outstanding ability.

There can be no weak links.

We will, in our thorough-going fashion, show you how to locate and research a suitable target company. We will help you hone the skills needed to identify the opportunities for increasing such a company's profitability. We will instruct you on how best to

approach your prospect, how to master the intricacies of negotiation, and ultimately how to effect a successful purchase.

THE MEANS. The question you're doubtlessly asking is how can you put all this practice into, so to speak, practice?

When the money required is perhaps ten times as much as you can supply from your own resources, how can you conceivably find such a sum?

Even allowing for the contributions of your fellow partners, the amount could still be daunting. Unless, that is, one

of those partners happens to be us at 3i. As the UK's largest source of venture capital, we have the financial brawn to match our business brains.

Indeed, we've provided the equity for 55% of all buy-in transactions to date.

Moreover, such is our experience in making investments, by far the majority of all ventures result in success.

It shouldn't surprise you.

Who else, for example, can offer a personal and local contact through a network of 27 offices covering every major business region in the UK.

Each one, let it be known, with the power to make investment decisions, based on our intimate knowledge and implicit understanding of regional influences and their subtle differences.

OF ALL THE BUY-INS ACHIEVED SO FAR, OVER HALF OF THEM WERE COMPLETED BY US AT 3i. TESTIMONY TO OUR REPUTATION AS RISK-TAKERS FIRST AND FOREMOST, AND OUR INSTINCT FOR BEING BUSINESSMEN RATHER THAN BANKERS.

Naturally, this collective 'intelligence' benefits you and the company side alike effecting an ideal match as smoothly and speedily as possible. And whereas such a match will be made largely on the criteria of the balance sheet, by now you should be in no doubt about the importance we attach to managerial quality.

In conclusion, we invite you

to complete the coupon as a first step to joining our programme. With one proviso. Before convincing us that you merit a place, first be absolutely sure you're convinced yourself.

To Richard Summers, Freeport, 3i plc, 91 Waterloo Road, London SE1 8XP.

Confident that I'm cut out for your Management Buy-In Programme, I await your questionnaire with great interest.

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Address _____
Postcode _____

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By Paul M

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Estate agents told ombudsman needed to clean up image

By Christopher Warman, Property Correspondent

The bad image of estate agents needs to be countered by the creation of an ombudsman for the industry, according to an independent report commissioned by the biggest firms in the field.

The report recommends a new code of practice, backed by the Office of Fair Trading, with an ombudsman for estate agency to offset criticisms and the dangers of malpractice in the residential property market. It says the image of estate agents remains bad, and that moving house is still a "slow, uncertain, expensive and disjointed" process.

Those strong verdicts are part of a report by Access Parliamentary Public Affairs, a consultancy which was asked to look at the future of estate agency by seven big firms.

The firms, which together own about 3,000 offices in Britain, have all taken over estate agents in the past few years, and include the Prudential, the biggest with 748 offices, Nationwide Anglia, Black Horse, Hambro Countrywide, Royal Life Holdings, Cornerstone, a subsidiary of

Abbey National, and TSB Property Services.

The unpublished report has now been delivered to these firms for their comments, with a strong hint that action should be taken to improve the image of estate agency before it affects their other activities. "There is a clear problem with the image of estate agency and action by the major players in the industry would have a beneficial effect on the public perception. In addition, the Government would welcome greater self-regulation."

The consultants suggest that the system of house selling, which evolved in an earlier age, is no longer appropriate for a modern, commercial, property-owning democracy. As a result, there are complaints about delays in the system, gasping, where the tendency is "to blame estate agents for things which are really not their fault", estate agents' boards and, more recently, mortgage frauds.

"This is potentially dangerous for the images of the major estate agency groupings as well as others in the

business, because building society managers employed by some of the leading companies are accused of being involved."

Referring specifically to the sponsors of the report, it says they have particular reason to worry because they are household names in property, insurance and finance. "If estate agency had a bad name, eventually there is a risk that this could have difficult repercussions in other areas of work", it says.

The authors of the report, Mr Ken Weech, former Labour MP for Ipswich, and Mr Anthony Pearce, recommend the drafting of a new code of practice by the firms involved, with the intention of differentiating the new estate agents from "the grubby image of the past", and the creation of an estate agency ombudsman.

The two measures should be approved by the Department of Trade and Industry, the Department of the Environment, and the Office of Fair Trading. The ombudsman, it is envisaged, would be set up as an independent body financed by the main firms.

Boom in land prices

Farms supplant the Porsche

By John Young, Agriculture Correspondent

The latest status symbol for those with newfound wealth who feel that Porsches, yachts and villas in the sunnier corners of Europe are becoming commonplace, may well be a farm. Land prices in some parts of the country are, in spite of the recession in agriculture and the continuing decline in farm incomes, reaching levels not seen since the 1970s, when farmers were basking in the prosperity resulting from Britain's accession to the EEC.

In the "royal" county of Gloucestershire, where the Prince of Wales and the Princess Royal have made their homes amid the rolling Cotswold countryside, prices are "quite exceptional", according to Mr Richard Law, managing partner of Bruton Knowles, the chartered surveyors.

A 153-acre holding at Tibberton, near Gloucester, recently changed hands for £3,800 an acre. Areas of bare land are fetching as much as £1,500 an acre.

"Interest from members of the non-agricultural community in everything from smallholdings to large country estates is intensifying all the time", Mr Law said.

The high demand in Gloucestershire is

having a knock-on effect, forcing up prices in neighbouring counties such as Hereford and Worcester, Avon, and Wiltshire.

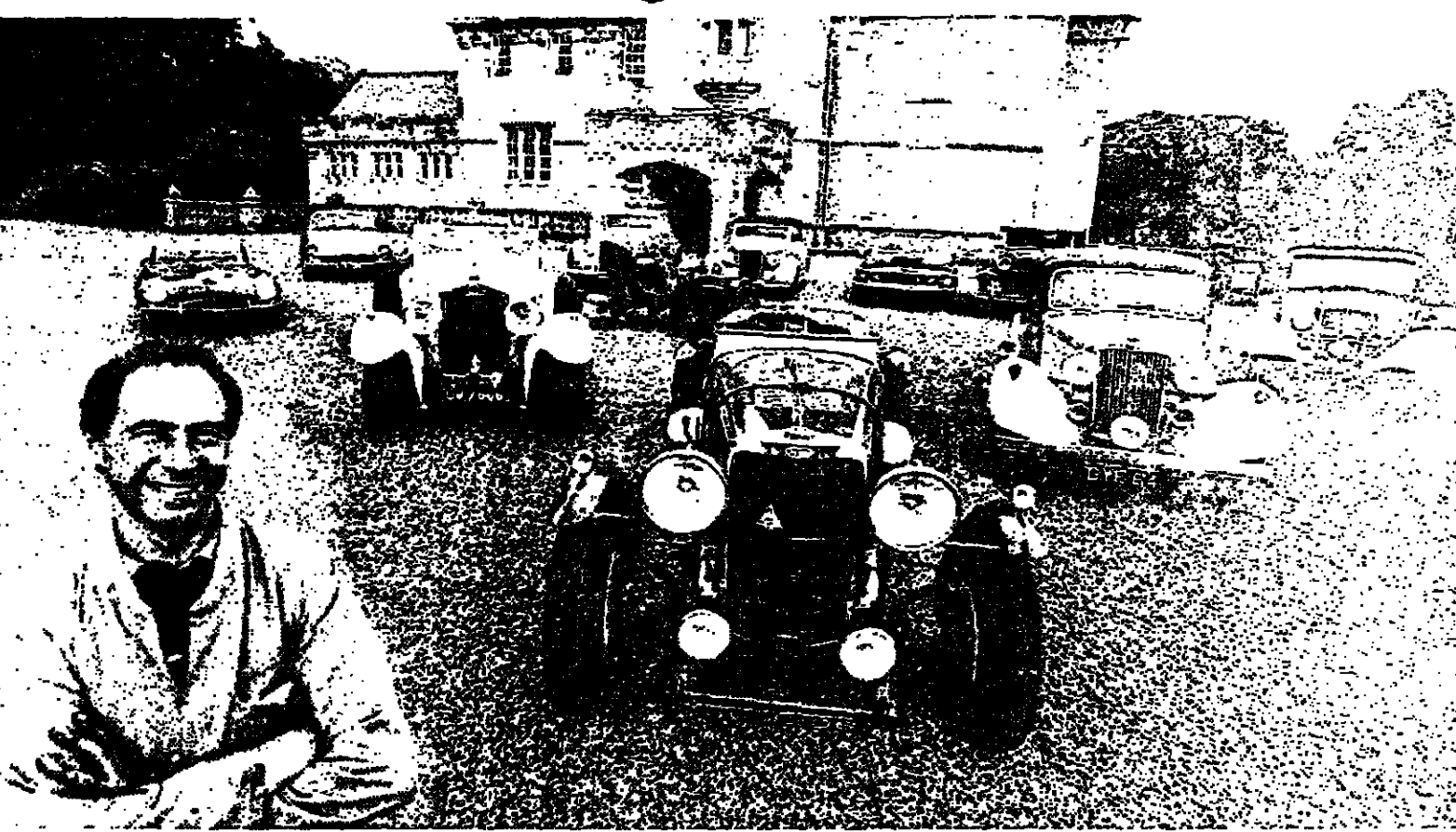
The boom has also spread to west Wales where prices have risen from an average of about £1,300 an acre to more than £2,000 in the past year. An 89-acre dairy farm at Llanerston, Dyfed, recently fetched £232,000, £2,607 an acre.

According to Mr Lawton Watts, of J.J. Morris, in Fishguard, there are 30 or 40 buyers for every holding. "You don't let it leak out that you have anything for sale or you're besieged", he said.

Cluttons, the land agents who have eight farms for sale, say there is a strong demand for farms with high-quality houses, and that farmers in the South are selling up and moving to larger holdings further north.

A 241-acre farm in East Sussex, with a Georgian farmhouse, an east house and two detached cottages is expected to fetch about £3,000 an acre. In contrast, an 882-acre arable farm in Berwickshire, with a six-bedroom house and 10 cottages is expected to make less than £1,000 an acre.

Classic roadsters go under the hammer



By Kerry Gill

A collection of classic and military vehicles, motor cycles and automobiles, including these models from the golden age of touring, will be auction-

ed next Saturday. They were assembled over many years by the late Bobby McIntyre at Sorn Castle, Strathclyde, and are being maintained by Mr Chris Shepton (above). The most valuable car is expected

to be a three-litre Speed model Bentley dating from 1927. It is a four-seater with bodywork by the Vanden Plas coach-builders and is estimated at up to £110,000. A Mark IV Sherman tank, however, is

expected to fetch about £8,000—the price of a new family saloon. Sotheby's is reluctant to put a final value on the vehicles because the collection is so varied. Mr Shepton, aged 33, custodian of

the collection, was hired shortly before Mr McIntyre died. He may, however, stay on at Sorn Castle, helping Mr McIntyre's son Jamie embark on his racing career.

(Photograph: Tom Kidd)

'Quill pen days are over'

Barristers urged to move into computer age

By Frances Gibb, Legal Affairs Correspondent

Barristers' chambers, "scarcely changed since the beginning of the century", are being urged in a report to the Bar to move away from the days of the quill pen into twentieth-century office technology if they are to survive.

The report, a review of chambers' administration by Binder Hamlyn management consultants, criticizes the way many chambers are run as inefficient.

It says: "The structure of administration in chambers has scarcely changed since the beginning of the century, in spite of the dramatic change in working practices and in the environment in which barristers operate. As a result, barristers should be concerned about the efficiency and quality of administration in chambers."

Chambers need to ensure improvements both in value for money and the type and quality of service, it says.

"In an increasingly competitive environment, this is the only effective way to encourage instructing solicitors to want to keep coming back to a particular chambers and indeed to want to increase the volume of work they send to that chambers."

The report, commissioned by the Bar Council's services committee, says the Bar is coming under threat from a number of sources: solicitors now have rights of audience in the county courts and some uncontested High Court hearings, and the Lady Macartney committee, due to report next month, may recommend further extensions of such rights.

Many large solicitors' firms are setting up specialized departments to provide clients with on-the-spot expert advice and using barristers for such work less often.

Some large commercial firms now employ full-time barristers to advise internally on specialized areas of the

law, restricting their use of the Bar to litigation work.

As a result, "barristers' clients now have greater expectations for a rapid, high-quality service and value for money from chambers".

On computer technology, the report says the majority of barristers and clerks have not yet "fully appreciated" the potential for improvements in efficiency, productivity and quality of service. Many still fear that technology will "dehumanize" rather than improve life at the Bar. On fees, the report found chambers often do not know the age and total of amounts outstanding from different solicitors' firms.

The report, based on interviews with 100 barristers and studies of eight sets of chambers, calls for action on three key areas: administration, use of information technology and in fee-billing and collection.

Chambers should set up a manage-

ment or administration committee: consider appointing a chambers' administrator; introduce job descriptions for all administrative staff to ensure delegation of routine tasks and improve efficiency; bring in technology such as word processors and facsimile machines and update telephones and photocopyers; and set up new formal systems for fee billing and collections.

Mrs Jacky Ross, principal consultant with Binder Hamlyn, said it was vital that chambers adapted. "There are going to be changes, and these will affect those chambers that are less well organized."

Mr Robert Johnson, QC, Bar chairman, said yesterday that there had been considerable changes in chambers and many had taken advantage of new technology.

The General Council of the Bar: Review of Chambers' Administration (Binder Hamlyn, £300).

Cuts 'stopping farmers switching to maize'

By Our Agriculture Correspondent

Farmers seeking a 300 per cent increase in the amount of maize grown in Britain say they are being refused research support by both the agricultural supply industry and the Government.

Maize is grown in huge quantities in the United States and in many European countries. There are some 500,000 acres in The Netherlands and nearly 400,000 acres in Belgium.

Yet in Britain there are only about 60,000 acres, which a small association of farmers backing private research into maize believes could easily be increased to 250,000 by the turn of the century.

Thousands of tonnes of maize gluten are imported annually from the United States for cattle feed which could be produced in this country.

Mrs Mary Quicke, the association's vice-chairman, said maize had enormous potential both as an animal feed and, with the development of new varieties, for human consumption.

Given the right encourage-

ment, it could become a significant alternative crop on land no longer required for cereal production.

However, she said, the Government had made it clear it was determined to make big cuts in agricultural research expenditure and, more significantly, maize had been consistently disparaged by fertilizer and feed manufacturers. That was because the only fertilizer it needed was animal slurry, which was far cheaper to produce than grain-based compound feedstuffs or even grass silage.

The Government's plans for cuts in research expenditure are expected to be announced next month.

Yesterday Mr Chris French, vice-president of the National Farmers' Union, told a seminar in Winchester that the Government was relying too heavily on industry to make good the shortfall.

If industry failed to do so, the Government would take that as a sign that the research was not considered of any value, and would "use that as an excuse for yet more cuts".

Rebuff on police complaints

By Peter Evans, Home Affairs Correspondent

Police fears over plans to prosecute officers who remain silent over allegations of assault have been rebuffed by the chairman of the Police Complaints Authority, Sir Cecil Clohier.

He said the authority's plans for handling cases where a group of police officers maintained silence have legal precedence.

The plans have been criticized by police as unfair, exerting powers over officers that even terrorists gangs were spared.

An inability to identify

individual officers responsible for an assault has previously been an obstacle to disciplinary proceedings. The authority has decided either to charge the group jointly with an offence of using excessive force or to charge each officer with neglect of duty.

A charge has already been brought under the new approach, Sir Cecil said.

Senior Police Federation officials expressed outrage at the federation's conference last month at the authority's plans to charge the whole group of officers, whether or

not the individuals were involved.

Police, the federation magazine, has described the plans as "fraught with the dangers of miscarriage of justice".

Sir Cecil said: "The man who keeps watch during a burglary is as guilty as the man who goes in."

Last year, 5,834 complaints were received by the authority and 5,566 investigations were completed. Of those, 766 resulted in criminal or disciplinary proceedings. Assault (3,296) is the commonest complaint.

Motorway repairs

Traffic queue signal on test

By Rodney Cowton, Transport Correspondent

An automatic system designed to give drivers earlier warning of traffic queues ahead has been installed on a 50-mile stretch of the M1.

The signals have been installed between junction 10 at Luton and junction 19 with the M6, and are at intervals of two-thirds of a mile, instead of the two-mile intervals of the existing system, which is not automatic.

The new system will show a 50mph advisory speed limit whenever queue detectors, located every third of a mile, identify slow moving or stationary traffic, and be on trial for two years.

Mr Peter Bottomley, Under-Secretary of State at the Department of Transport, said it would give drivers much earlier warning of any delays and could prevent some accidents.

A trial of a different system is to be introduced shortly on the M4 approaches to the Severn Bridge.

Motorway roadworks until next Monday:
London and the South-east

M1 London: contraflow jns 4-5 (Edgware/Harrow). Entry and exit slip roads at jn 4 closed for the month.
M25 Surrey: no hard shoulder, daytime jns 11-13 (Chertsey/Staines); overnight lane closures.
M25 Hertfordshire: lane closures both directions jns 24-25 (Potters Bar/A10).
M25 Essex: overnight closures jns 30-31 (Dagenham/A13).
Divisions in operation.
M11 Essex: contraflow jns 6-7 (M25/Harlow).
M11 Essex: lane closures jn 8

(Bishop's Stortford), jn 10 (Duxford).

M2 Kent: lane closures both directions, jn 5 (Sittingbourne); contraflow jns 6-7 (Faversham), peak hour delays; London-bound near Farthing Corner services, one lane off peak until Wednesday.

M20 Kent: lane restrictions jns 11-12 (Hythe/Cheriton).
M40 Buckinghamshire: contraflow jns 6-7 (Watlington/Thame), slip road closure jn 7.

The first "head-up" display instruments for cars using technology developed for fighter aircraft have been launched by General Motors in the United States and Nissan in Japan. Speed and other information appears in the driver's normal line of vision, reflected in the front windscreen, and is said to improve safety and driver response by eliminating the need to look down.

M4 Berkshire: contraflow jns 12-13 (Reading/Newbury), 8 weeks; westbound carriageway closed today to Wednesday, 9pm-6am, jns 1-3 (Chiswick and Hayes).

Midlands
M5 Hereford/Worcester: contraflow jns 5-6 (Droitwich/Worcester north).
M6 W Midlands: southbound entry slip road, Salford Circus closed. Lane closures jn 6-7 (spaghetti jn area); southbound entry slip at jn 7 closed daily 7-10am.

M42 W Midlands: contraflow jns 6-5 (A45/A41).
M54 Shropshire: lane closures, jns 5-6 (Welling-ton/Telford).

North

M6 Cheshire: contraflow jns 16-17 (Kidsgrove/Sandbach).
M6 Cheshire: contraflow jns 21a and 23 (M62/A580).

M6 Gtr Manchester: lane closures jns 26 (M58)-27 (Wigan).
M62 Gtr Manchester: lane restrictions jns 21 and 22 (A640/A672), 50mph limit.

M62 W Yorkshire: lane closures; contraflow jns 24-25 (Huddersfield/Brighouse).
M63 Gtr Manchester: 2 lanes in each direction jns 1-7 (M62/A56), contraflow over Barton Bridge; 40mph limit.
M63 Cheshire: Portwood roundabout, Stockport: lane restrictions.

M63 Cheshire: lane restrictions jns 12-13 (A5145/A560).
M65 Lancashire: Peak hour delays, diversions jn 13 (A682).
Wales and West

M4 Wales: lane closures jns 24-37 (A48 Newport/Portlough).
M5 Gloucestershire: contraflow jns 9-11 (Tewkesbury and Cheltenham); exit slip jn 10 closed. Diversion.

M5 Somerset: lane closures jns 21-22 (Weston/Burnham).
M5 Somerset: southbound lane closures jns 25-26 (Taunton/Wellington).
M5 Somerset: lane closures jns 26-27 (Wellington/Tiverton).

Scotland
M8 Lothian: single-lane traffic jn 3 (A899). No access from A899.

M73 Strathclyde: inside lane closed on southbound link from M73 to M74 westbound.
M90 Tayside: lane closures both carriageways jns 8-7.

Information compiled and supplied by AA Roadwatch

Expansion in pay incentives

By Roland Rudd

Performance-related pay is spreading rapidly for manual and white-collar employees, according to a report published yesterday.

The report, by the Industrial Relations Services (IRS), shows features in this new wave which are notably different to previous methods.

The latest schemes have been extended among managerial and white-collar employment; many account for all or part of an employee's salary instead of being a topping-up mechanism; rigorous and open methods of appraisal have been in-

troduced to avoid excessive subjectivity.

The schemes are mushrooming in the public sector as a lever in the recruitment and retention of skilled staff.

It is consistent with moves from national to local pay bargaining and the trend towards rewarding individual and organizational success.

During the past 18 months the IRS Pay and Benefits Bulletin (PABB) has reported an increasing number of public-sector agreements that have involved performance-related pay.

The National Health Servi-

ce has extended its system to the tier below general manager.

In the Civil Service, performance pay has been extended to cover all managerial and senior Civil Servants.

Local authority senior staff have called for the scheme to be extended to halt erosion of their salaries.

London Regional Transport is planning to extend its scheme at Travellers Fare, the catering arm of British Rail. Industrial Relations Review and Report: 418 (IRS, 18-20 Highbury Place, London N5 1QP; by subscription).



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REDEMPTION OF £41 MILLION OUTSTANDING BALANCE

The Bank of England announces that Her Majesty's Treasury intends to redeem at par the outstanding balance of approximately £41 million of 3 per cent Redemption Stock, 1986-1996 on 1st October 1988. From that date no further interest will accrue. Formal notice of redemption by Her Majesty's Treasury will appear in the London Gazette on 30th June 1988.

The Stock will be redeemed for cash. No conversion offer will be made in respect of holdings of the Stock.

Arrangements for the repayment of holdings of the Stock are set out below.

Registered Stock

Registers of the Stock are kept by the Bank of England, the Bank of Ireland and the Department for National Savings.

The final interest payment on 1st October 1988 will be payable on that date to the persons registered as holders on 30th August 1988. Redemption monies will be payable on 1st October 1988 to the persons registered as holders on 5th September 1988, after which date no further transfers will be registered. The latest date on which transfers will be accepted for registration is 1st September 1988. Redemption request forms will be issued to stockholders in due course by the Registrars.

Bonds to Bearers

The coupons for the interest payment due on 1st October 1988, and also any coupons previously due which have not been paid, must be detached from the bonds and presented in the usual way. Bonds must be presented for payment by hand at the Bank of England, Securities Office, Threadneedle Street, London, EC2R 8AH, accompanied by a completed application form and with the unused coupons and talon attached. Application forms may be obtained from that address. Bonds must not be lodged through the post.

Redemption monies will be payable on 1st October 1988 for lodgements made by 27th September 1988 or on the fourth working day after lodgement for lodgements made after 27th September 1988.

BANK OF ENGLAND
LONDON

24th June 1988

Minister rules out Westland rescue with extra orders

By Michael Evans, Defence Correspondent

The Government yesterday appeared to rule out any new rescue package for the Westland helicopter company, now fighting for export orders to keep the production lines going over the next two years.

Lord Trefgarne, Minister of State for Defence Procurement, speaking at the British Army Equipment Exhibition in Aldershot, made it clear that the Government could not be responsible for filling Westland's order books.

He said: "We have a major programme of work with Westland with a whole range of orders from the Ministry of Defence. We have made some contribution towards filling the gap in their production work."

"It was never presumed that the Ministry of Defence was going to fill the black hole faced by Westland."

Westland is one of 386 companies displaying at the biennial exhibition this week. The show is expected to attract 25,000 visitors. Although the company's export order books are looking bleak, it is expected that the South Korean government will announce a firm contract to buy up to a dozen Lynx helicopters

Lord Trefgarne denied yesterday that the decision over a replacement tank for the ageing Chieftain was being delayed. "This decision process is going at the speed of light by Ministry of Defence standards", he said. The Army has asked for 500 new tanks costing about £1 billion and the ministry has to decide whether to buy British or purchase from abroad.

over the next few weeks. Westland is also trying hard to sell the Black Hawk helicopter, being built under licence from the American Sikorsky company, but so far without any success.

Westland's difficulties will continue over the next two or three years until it starts producing the new EH101 helicopter, being developed in collaboration with Augusta of Italy. The Ministry of Defence announced a £300 million order for 25 EH101s and 16 Lynxes in April last year. However, a number of modifications have had to be made to the EH101.

Yesterday a spokesman for Westland said that it would be "unheard of" if a big heli-

copter development programme did not involve modifications.

He denied that Westland faced a cash crisis and also rejected the idea that the company would be going cap in hand to the Government for money. "We have always found our own salvation", he said.

Yesterday, in spite of the order problems faced by Westland, Sir Colin Chandler, head of the ministry's defence export services, said at the Army exhibition that Britain captured 12 per cent of the total world defence sales last year, amounting to about \$6 billion.

Union leaders at Jaguar Cars factory in Coventry are to seek an urgent meeting today with Sir John Egan, the company chairman, to demand an explanation for his attack on their "outraged and politically motivated" attitude.

On the eve of the National Union of Mineworkers conference in Great Yarmouth, Sir Robert Haslam, British Coal chairman, yesterday criticized "the archaic class war thinking" of union leaders who spurn co-operation in favour of confrontation.

The glittering prizes of graduation day



Students from Jesus College, Cambridge, preparing to receive their degrees in the Senate House on Saturday, walk past "Bronze Horse" by Barry Flanagan, one of six artists contributing to Sculpture in the Close, an exhibition of contemporary works on view in the college grounds until July 31. Works by Denise de Cordova, Richard Long, David Nash, Veronica Ryan and Keir Smith are also being shown (Photograph: Bob Collier).

Inquiry looks at 50 claims about Nazi war criminals in UK

By Peter Evans
Home Affairs Correspondent

A British inquiry is investigating the claims of 50 people who have named alleged war criminals.

The inquiry was announced in February by Mr Douglas Hurd, Home Secretary, after allegations that Nazi war criminals are now living in Britain. An initial examination by the

Home Office concluded that 17 may be resident in this country.

A publicity campaign has so far drawn 200 responses, the Home Office has disclosed.

After interviewing people with information to offer, the inquiry will advise whether there is enough evidence to justify prosecution of alleged offenders. It is headed by Sir Thomas Hetherington, former Director of

Public Prosecutions in England and Wales, and Mr William Chalmers, former Crown Agent in Scotland.

The inquiry has so far taken investigators to Berlin, Vienna, Israel, America, Australia, and Canada.

The Home Office cannot yet say whether all 50 allegations are against people living in Britain.

Advertisements placed by the war crimes inquiry said it had been alleged

that some war criminals responsible for genocide, murder or manslaughter in Germany or German-occupied territories were now in the UK. Others with British nationality might be living elsewhere.

The inquiry will advise the Government whether the law should be amended so war criminals living in Britain who were not British citizens at the time may be prosecuted.

WHITEHALL BRIEF by David Walker

Efficiency link in secrecy reforms

Civil Servants issuing driver licence and dispensing supplementary benefits should be given more freedom in how they operate, according to Whitehall thinking.

After they are hived off will these free-booting managerial types still sign the Official Secrets Act, and as they boldly move between public and private sectors, will they continue to owe a lifetime of confidentiality to the Government?

Such questions might at least be touched on in the White Paper on official secrets reform due today, but they will not be.

Neither Mrs Margaret Thatcher nor Mr Douglas Hurd, the Home Secretary, appear to see any connection between the openness on which managerial efficiency depends and secrets reform. Yet the link is clear.

In a Strathclyde University paper on government and politics, an Inland Revenue official praises the Rayner scrutinies as "clandestine reform" (and discloses, interestingly, just how far Leslie Chapman's revelations were the model for them).

He does not make the point, though he might have, that a modest measure of open government has surrounded the Government's managerial reforms.

Perhaps because it is a "good news" story, making Mr Bray's point that the technique and culture of scrutiny has sunk deep into the Whitehall web.

Up to a point. In the pamphlet Mr Alan Bray, himself a former scrutineer, acknowledges that sooner or later scrutiny of the Whitehall departments runs out of the fewer-committees, cheaper-paper-clips type of recommendation and touches on fundamentals of government policy.

The Rayner scrutinies were supposed to ask fundamental questions about public policy, but here is where they seemed weakest.

Why spend money on foreign trade promotion; why maintain an expensive army on the Rhine... why should intellectually fearless scrutineers stop short of that kind of question?

In Mr Bray's panglossian account of the Rayner scrutinies he says that fundamental issues were broached.

One example is how far - in a study he did for the Inland Revenue - employers could become surrogate taxmen by calculating and adjusting the PAYE codes of employees. It raised big questions of accountability, he notes.

Given the Government's general demeanour on official information, we should perhaps be thankful for small mercies.

Cynics may sniff at the way the Department of Health and Social Security put out the Moodie report on social security organization last week (no press conference, no annexes, and a quick pass to the lobby rather than specialist journalists who might know a little about social security) but the deed was done and a racy document made public.

It certainly must rank as one of the most colloquial state papers yet, with its "big bang" and "everyone's a winner" language.

This is not a Rayner report, but a close cousin, making Mr Bray's point that the technique and culture of scrutiny has sunk deep into the Whitehall web.

Social security is not a neutral public service like driver licence issuing: its "clients" are regarded by ministers with suspicion and occasionally contempt, reflecting a public attitude towards the poor.

At no point in the report is the word dependency used.

Politics and administration collide and interpenetrate and the Moodie report loses credibility the less it recognizes this.

The Clandestine Reformer: A Study of the Rayner Scrutinies (Alan Bray, Department of Politics, Strathclyde University, Glasgow G1 1XQ; £5).

Estimate of £6m is put on painting by Monet

A painting described as "one of the most important Monets to come to auction for 20 years" will be sold at Sotheby's tomorrow. "Dans la Prairie" has a £6 million estimate, while Christie's tonight will be selling another Monet and a Van Gogh.

For enthusiasts of contemporary art, however, an "artist of the day" series begins today at the Angela Flowers gallery, in Tottenham Mews, central London.

Every weekday for the next fortnight the entire space will be given over to the work of a different new artist, each chosen by a more established practitioner.

Today the featured works are the pastels of Martin Kane, aged 30, chosen by Peter Howson; tomorrow there is the installation of mixed-media constructions by Panayotis Cacoyannis, chosen by Marc Camille Chaimowicz; Gilbert and George's choice on Wednesday is the slogan-

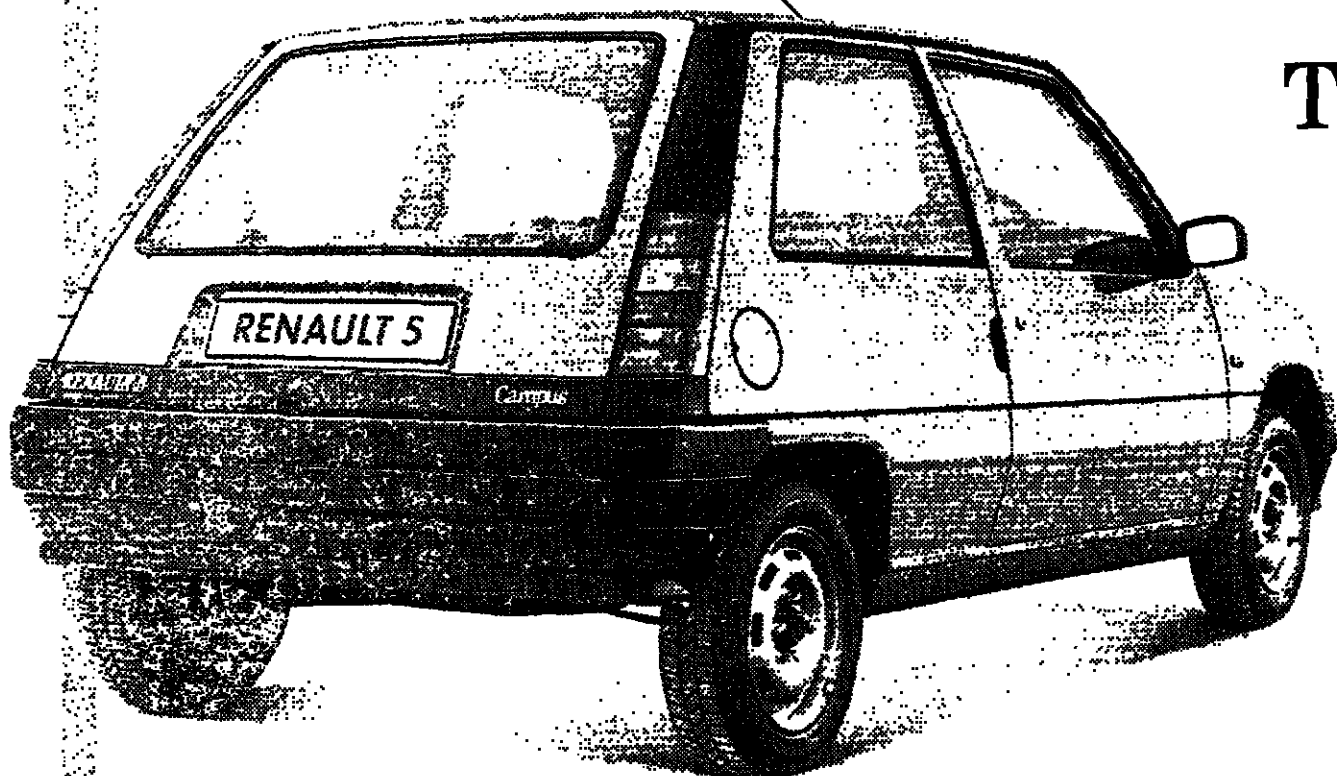
SALEROOM

by Jenny Gilbert

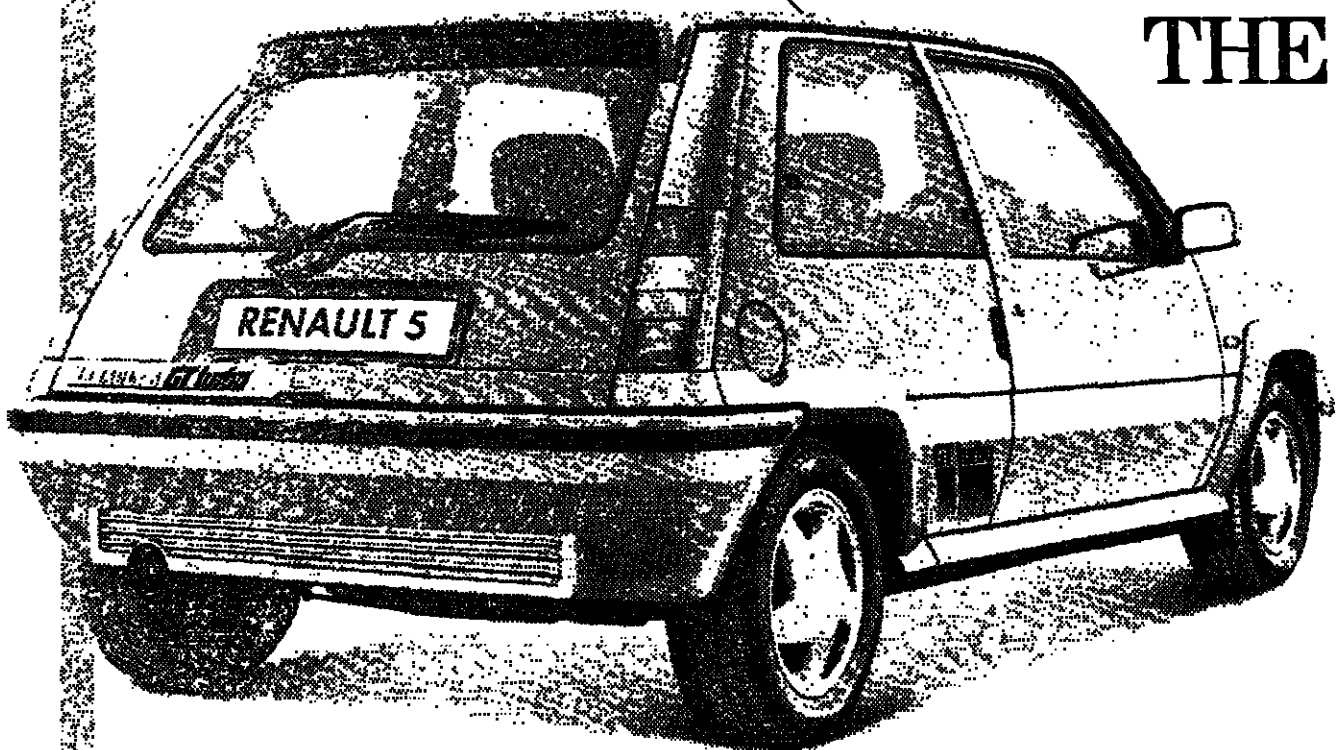
maker David Robilliard; Thursday, landscapes by Sarah Wenden chosen by Adrian Berg; Friday, sculptures by Kathy de Monchaux chosen by Philippa Beale.

Next weekend sees the start of a series of "emerging art" exhibitions/auctions staged by contemporary art auctions. Up to 100 emerging artists will be shown alongside established contemporary masters. This will be a regular monthly event based in two churches, St John's and St Peter's in Notting Hill, west London. Peter Blake features in the first show. All the works will be auctioned on the third day.

● A set of lead soldiers just 9mm high is expected to make between £2,000 and £4,000 at Phillips on Wednesday.



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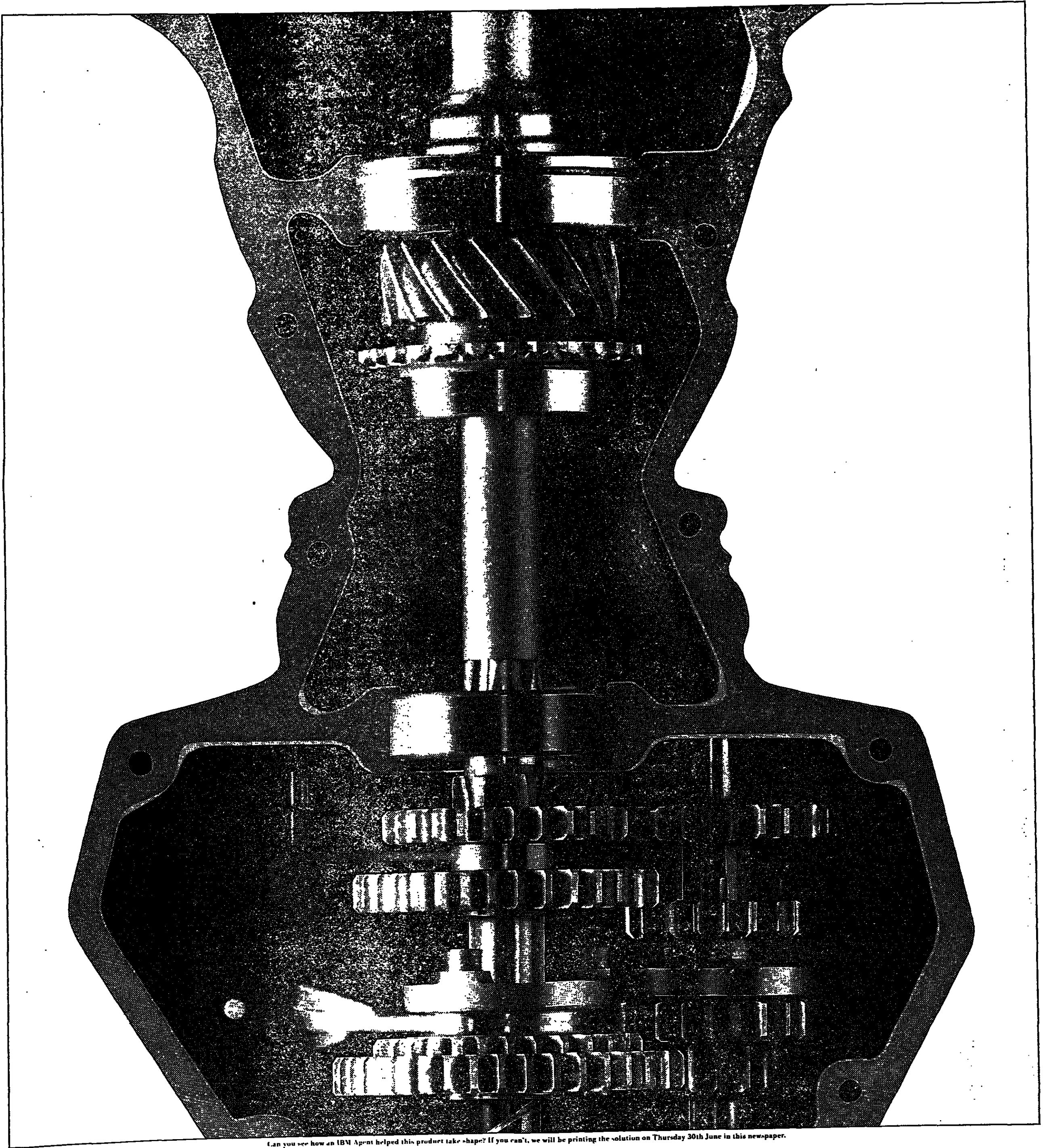
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WORLD ROUNDUP

Progress in talks on Angola pact

Johannesburg — Angola, Cuba and South Africa, with the US acting as mediator, claimed at the weekend to have made progress "towards a regional settlement of the conflict in south-western Africa" at ministerial-level talks in Cairo.

South Africa's Foreign Minister, Mr R.F. "Pik" Botha, said on his return here that a framework for a settlement had been established. "We went there to try and put up a framework within which I hope we can now make progress on a step-by-step basis. That is what we have done," he said. In a short communiqué the delegates agreed to meet again "at the experts level" at an unspecified American venue during the week of July 11. It would be the fourth in a series of encounters between all, or some, of the four parties that began on May 3 and 4 in London.

The objective of the talks is to end the 13-year-old civil war in Angola and to secure the independence of neighbouring Namibia, controlled by South Africa.

Ozal's new ministers

Ankara (Reuters) — The Turkish Prime Minister, Mr Turgut Ozal, yesterday announced that Mr Oltan Sungurcu was being replaced as Justice Minister by Mr Mehmet Topac, a virtually unknown MP, and Mr Kamran Inan, a veteran politician, would succeed Mr Veyisel Atasoy, Minister for the Environment and Mining. The ministers, who are supported by a strong right-wing faction in the ruling Motherland Party, were excused from the Cabinet to fill important positions in the increasingly right-wing party hierarchy.

● CATAK: Rescue workers yesterday gave up hope of finding any survivors of the landslide in this Turkish village.

Beirut camps battle

Beirut (Reuters) — Artillery duels erupted yesterday between Palestinian factions at the Chatila and Bourj al-Barajneh refugee camps, killing three Syrian soldiers, Palestinian sources said. Four other people also died in the fighting, between supporters of the PLO chairman, Mr Yasser Arafat, and Syrian-backed dissidents led by Abu Musa. The battle started when one of Abu Musa's commanders was killed.

● BAALBECK: Syrian soldiers shot at a diplomatic car thought to belong to the Iranian ambassador to either Beirut or Damascus, wounding two Hezbollah militants.

Runcie move on Iran

The Archbishop of Canterbury, Dr Robert Runcie, in a Lambeth Palace statement yesterday made known his willingness to travel to Tehran if it would help to secure the release of his special envoy, Mr Terry Waite, and the other British and Irish hostages in Beirut (Andrew McEwen writes). An official emphasized that the statement had been made to clarify a Sunday newspaper report.

Lambeth Palace and the Foreign Office said that they had no reason to believe reports that Iran will release Mr Roger Cooper, a detained Briton, by the end of the month.

Kidnap ordeal ends

Rome — The kidnap ordeal of Esperanne Ricca, aged 16, ended yesterday when her captors set her free in Rome after 207 days in captivity (a Correspondent writes). She said she had been well-treated and was in reasonable health. It was not known if any ransom was paid to the Sardinian gang believed to have held her. Over the past month, most of the gang have been arrested, and only the actual captors were still at large. Esperanne was kidnapped on December 2, 1987, on her way to school. The gang demanded a ransom of £5 billion lira (more than £2 million).

Swiss theologian dies

Basle (Reuters) — The Swiss theologian Father Hans Urs von Balthasar died aged 82 yesterday, just two days before he was to be made a cardinal. He was sometimes referred to as the Pope's favourite theologian.

The Pope, speaking in Salzburg during a visit to Austria, described the simple priest as "a great man of the Church, of learning and of European culture". He said he was guaranteed "a towering place of honour in the theology and human science of today".

Obituary, page 18

Tehran willing to help Afghan refugees return

By Nicholas Beeston

Although publicly opposed to the UN-brokered deal for the withdrawal from Afghanistan of Soviet troops, Tehran is showing increasing willingness to co-operate with the repatriation programme for more than two million Afghan refugees.

Diplomats and officials in Iran said that between 400,000 and 600,000 Afghans living in refugee camps in the two eastern Iranian provinces of Baluchistan and Khorasan will probably be the first to return to their homes.

"Most of the refugees say they will return when all foreign forces have left and when a democratically elected Islamic government is established in Kabul," a source familiar with the repatriation plan said. He doubted that the Afghans would begin their return before the end of the year.

The Afghans in the eastern provinces make up 40 per cent of the refugee population in Iran. The remainder have gravitated towards cities and towns across the country where they can find unskilled work.

Since the Soviet invasion, an estimated 2.2 million Afghans of the 5.5 million who fled the country, have made their way across the western border into Iran where they register at reception centres, but then must fend for them-



selves. The refugees in Iran live in more primitive conditions than those established in the Western-funded operation in Pakistan, but under the Iranian policy of "assimilation" they are more free to move and work.

Even before the invasion, Afghan workers were attracted

to Iran, and experts believe that the majority have established "new roots" and will be reluctant to return home until they are convinced of the country's stability.

However, the Afghans living in Iran, made up of Sunni and Shia Muslims, are generally drawn from the western provinces — Herat, Farah and Nimruz — which have not been as badly affected by the war as those near the Pakistani border. "The Iranians have told them they are free to stay as long as they want, but that they will help them to return if they wish," one source said.

Iran has set up a refugee council under the Ministry of the Interior which will handle the repatriation with the United Nations High Commis-

sioner for Refugees. Iran is also in contact with Mujahidin guerrilla leaders in western Afghanistan, like Ismael Khan and Ahmad Massoud of Jamiat-i Islami, whose assistance is vital for any repatriation operation.

It is expected that logistic centres will be set up at Mashhad and Zahedan to house provisions and co-ordinate the transport of the Afghans, probably from the border crossings at Tayyebad and Zabol. Because all available Iranian resources are diverted towards the Gulf War, the UN expects to import much of the supplies and vehicles needed by the Afghans for their return home.

Iran has promoted calls for a Khomeini-style leadership

in Kabul and backed a Tehran-based, eight-party Mujahidin guerrilla movement drawn from Afghan Shias.

Privately, however, the Iranian leadership, absorbed by the war with Iraq, has given little encouragement to the guerrillas and experts believe it has limited ambitions in a future Afghanistan.

● LONDON: The Government is to apply stringent conditions to any contribution to a huge fund the United Nations is trying to raise to finance the return of Afghan refugees to their homes (Andrew McEwen writes).

There is concern at the Foreign Office that the fund could strengthen the Kabul Government if it is allowed to administer part of it.

Russian experts vie in listing mistakes of the Brezhnev era

From Mary Dejevsky, Moscow

Bereaved families and young Soviet war veterans laid the foundation stone for a new war memorial in Moscow yesterday. With weeping women carrying bouquets, and sturdy comrades-in-arms consoling each other, the scene resembled a sepia-toned Soviet film about the Second World War.

Yet it was the war in Afghanistan they were remembering — which, it is now officially acknowledged, cost the Soviet Union more than 15,000 lives.

Even before the Soviet withdrawal is complete, attitudes to the Afghan war are ambiguous. Some Soviet specialists are already admitting that it was a mistake to have sent soldiers to Afghanistan.

Others argue that a competent task was performed in exceptionally difficult circumstances. Military representatives have praised the victory that they claim has been won.

If and when the war ends, it may go the way of other foreign policy decisions of the Brezhnev era and be described frankly as a mistake.

At the weekend, as part of the briefing for the coming party conference, Soviet and foreign journalists were treated to the extraordinary spectacle of eight Soviet foreign policy specialists vying to confess the mistakes of the "years of stagnation" — the new codeword for the Brezhnev period.

Marshal Akhromyev, chief of the Soviet Armed Forces,

who has become a leading spokesman for Mr Mikhail Gorbachev's foreign and arms control policies, said that in the late 1970s the Soviet Union had been too quick to respond to what it saw as an arms build-up in the West. It should have taken a more political approach to medium-range nuclear weapons.

Mr Yuliy Vorontsov, First Deputy Foreign Minister, said that Soviet propaganda ag-

ency had been too aggressive in the 1970s, the capital of the disputed region of Nagorno-Karabakh, have voted reluctantly to return to work after a strike that lasted several weeks. According to *Pravda*, the city's Communist Party chief pledged support for the transfer of Nagorno-Karabakh to Armenia.

While the Warsaw Pact at its summit last year, and Mr Gorbachev during his visit to Yugoslavia, went some way towards diluting the Brezhnev doctrine, Mr Bogomolov's reply, which stressed the right of East European countries to determine their own policies, was unambiguous.

Foreign policy is one of the last areas of Soviet political life to be subject to the criticism that has been directed at most areas of domestic politics for nearly two years. The belated inclusion of foreign policy in the *perestroika* process suggests that it could be another weapon in Mr Gorbachev's armoury.

When Soviet officials condemn the policies of Brezhnev, they also dissociate themselves from the older generation of officials. When they dissociate themselves from his foreign policy, they are also distancing themselves from Mr Andrei Gromyko, now State President.

Against the West had been excessive and had obscured the need to talk and find points in common. The Soviet approach had been too uncompromising.

Other speakers said the Soviet Union had failed to read Western public opinion correctly and needed to be more responsive, more open and less hidebound. Another suggested that excessive Soviet secrecy was one reason why its point of view had lacked credibility abroad.

When asked specifically about the invasion of Czechoslovakia, Mr Oleg Bogomolov, one of Mr Gorbachev's economic advisers,

gave one of the most forthright denunciations yet heard from a Soviet official.

He said that "in the new circumstances" the application of "what in the West is known as the Brezhnev doctrine" would be "inconceivable".

The Brezhnev doctrine, according to which the sovereignty of the countries of the Warsaw Pact is limited, if socialism is perceived to be threatened, was the justification for the invasion of Czechoslovakia in 1968.

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Communist giant: Workers putting the finishing touches to a portrait of Lenin seven storeys tall in Moscow's Red Square, on the eve of tomorrow's Communist Party conference.

Moscow escalates embassy war

From Our Own Correspondent, Moscow

Relations between the Soviet Union and Canada fell to near freezing point at the weekend after Moscow responded with unexpected sharpness to the expulsion of nine Soviet citizens from Canada.

On Saturday the Soviet Foreign Ministry announced that it was expelling Canada's defence attaché in Moscow and barring seven other Canadian diplomats from returning. It also withdrew 25 Soviet support staff from the Canadian Embassy.

In addition, the ministry delivered a strong note of protest to the Canadian Ambassador, which accused Ottawa of "provocative actions" and warned that "any further provocative steps" would be met with "adequate counter-measures". Canada has described the Soviet action as "totally unwarranted".

The series of tit-for-tat expulsions began a week ago after the disclosure that Canada had expelled eight Soviet diplomats and declared nine

persons *non grata* in connection with military and industrial espionage. Moscow responded by expelling two Canadian diplomats and barring another three. Canada then barred another two Russians from returning to Canada and cut the number of Soviet officials allowed in Canada by three.

In the absence of any obvious source of tension in Canadian-Soviet relations, the timing of the initial disclosure about the spy ring — in the form of a leak to Canadian radio — has been the subject of much speculation.

Some Canadian observers here believe that it may have more to do with internal Canadian politics — possibly reflecting friction after the reorganization of the Canadian security service — than with East-West relations. Others see the hand of right-wingers in the US Administration, who might have wanted to dispel the post-summit euphoria.

A third view is that the disclosure was made deliberately when Moscow was preoccupied with its own domestic affairs. This would have been a miscalculation.

The Soviet First Deputy Foreign Minister, Mr Yuliy Vorontsov, said on Saturday that the Soviet Union was a great power which could not allow itself to be insulted. And Mr Mikhail Gorbachev, as he prepares to defend his domestic reform programme against its critics, cannot afford to appear weak.

● OTTAWA: The Canadian Government today was preparing its next move in the expulsion war (John Best writes). Mr Joe Clark, the External Affairs Minister, responded angrily to the withdrawal of Soviet staff at the Moscow embassy and the expulsion of the Canadian military attaché.

Mr Clark said that he viewed the Soviet move as totally unwarranted and "a

serious escalation" of the hostilities.

An aide to Mr Clark, Mr Paul Frazer, said in a separate interview: "This cannot be ignored. The Government is considering the nature of its response." The Government would certainly do something in retaliation, he said.

Each side has now made two moves, and the ball is in Canada's court. The Soviet Embassy here was saying at the weekend that Soviet authorities were determined to continue matching Canada move-for-move.

The two-thirds reduction in Russian staff is a crippling blow to Canada's Moscow embassy, which like most embassies in the Soviet capital, is heavily dependent on local help. Mr Frazer acknowledged that the cutbacks will "impair the functioning of our embassy on a day-to-day basis".

French court to hear Haiti claim for Duvalier money

From Philip Jacobson, Paris

As the long-suffering people of Haiti face up to life under their new military dictatorship, a French court is preparing to hear a case involving claims that the island's former ruler, Mr Jean-Claude "Baby Doc" Duvalier, helped himself to a fortune in state funds before being toppled.

In proceedings due to begin today at Aix-en-Provence, Mr Duvalier will face allegations that he and his elegant wife are squandering vast amounts of money belonging to one of the poorest nations.

Among the evidence expected to be produced by lawyers for the Haitian authorities are financial records kept by French-born Mme Michèle Duvalier since the couple settled into luxurious exile in a villa at Mougins on the Côte d'Azur two years ago. These are said to reveal that she spent about \$250,000 on jewellery in little more than 12 months, plus another \$90,000 on dresses from her favourite couturier, Givenchy.

Although the Duvaliers

have always insisted that they arrived in France "with no resources", *Le Monde* has produced an impressive dossier suggesting otherwise.

Among the numerous hefty payments in hard cash — usually US dollars — it traced to the Duvaliers was \$425,000 in large denomination bills to their French lawyers.

The presence of Mr Duvalier and entourage in Mougins, where the Villa Mougins comes courtesy of a member of the family of Mr Adrian Khashoggi, the Saudi businessman, is hardly welcome to the French Government. The Socialist authorities reluctantly accepted them as "temporary exiles".

After an administrative tribunal in France blocked official attempts to move the Duvaliers swiftly to another destination, the case brought by the Haitian Government (since overthrown) was passed to the first appeal court in Aix-en-Provence. In the view of leading lawyers, it could develop into a landmark in

international jurisprudence, establishing that the authorities of a foreign country may pursue a former head of state through another country's courts for crimes allegedly committed while in office.

Meanwhile, the presence of a squad of bodyguards with pump-action shotguns at the Villa Mougins has discouraged closer journalistic inquiries about the Duvaliers' financial circumstances. There have been confirmed sightings of a Ferrari, a Lamborghini and a late model BMW on the premises. The couple eat out in renowned Mougins restaurants and are seen in Paris.

According to Mr Duvalier's lawyers, today's hearings present no problem for their client. They assured *Le Figaro* that he would be explaining "the exact destination of the funds which are being claimed from him", opening the books on payments to secret policemen and the like. But the Duvaliers do not appear to be under any threat of expulsion.

Revolutionary Breakthrough for Baldness

A medically proven treatment that can actually slow the balding process and, in some cases, reverse it to promote new hair growth, is now available in this country.

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by Mennen

1350

Dukakis platform aims at party unity

Jackson wins delegate concession

From Michael Binyon, Washington

With Governor Michael Dukakis taking a rare holiday beside the sea, the Democrats put together a party platform at the weekend that rebuffed most of the demands of the Rev Jesse Jackson, but maintained unity with his supporters.

Meeting in Denver, the Democrats drafted the platform that Mr Dukakis will stand on during the autumn campaign, which reflected the front-runner's moderate, optimistic, but unspecified stance. The 152 committee members refused to commit themselves to a tax increase on the wealthy, as Mr Jackson is calling for, or to a big cut in Pentagon spending. Instead, they bound the Democratic Party only to "more stable" defence spending.

In deference to Mr Jackson, however, the party agreed to overhaul its rules for the 1992

election, eliminating provisions he said prevented him getting as many delegates as he deserved. This is seen as an important concession to allay any bitterness among Jackson supporters for his failure to influence the platform and likely disappointment in not being offered the vice-presidential slot.

The changes include cutting the number of "super-delegates" by nearly half, and requiring that all other delegates be awarded to candidates in proportion to the votes they receive. The convention in Atlanta next month is expected to approve the changes, avoiding a floor fight and the need for a rule-making commission of the sort Democrats have set up after every presidential election since 1968.

Mr Jackson, campaigning in Puerto Rico on Saturday,

called the rules changes a "victory for the people". The agreement demonstrates the determination of the two camps to maintain party unity. So far, they have been

surprisingly successful in not letting Mr Jackson's continuing quest for power and influence become divisive. Mr Jackson, after a lengthy meeting with Mr Dukakis last week, has said that he has made a decision on his demand to be offered the vice-presidential slot, but he would not reveal it.

Mr Dukakis, meanwhile, was far from the manoeuvring, on the beach at Nantucket island off the coast of

his native Massachusetts. He refused to pose for pictures in his deck shoes and casual clothes with reporters' questions with remarks about the scenery. His holiday came after a difficult week that threw the spotlight on two problems for his campaign: his reluctant endorsement of a rise in tax on cigarettes in Massachusetts to offset a \$100 million budget shortfall, and persistent questions about a proposed purchase of land by the state for a prison.

The tax rise in Massachusetts is being exploited by Republicans to show that Mr Dukakis is likely to resort to more taxes at national level if elected. Meanwhile, the Bush campaign is moving closer to picking Senator Robert Dole, the Senate Republican leader, as running-mate. Campaign sources say he is Mr Bush's

top choice, after vigorous campaigning in the farm belt over the weekend. Associates of Mr Dole have said that he is bored with the Senate. Mr Bush recently said he had no hard feelings about their bitter primary battle, and called Mr Dole an "extraordinarily effective surrogate. I am delighted with what he is doing, going across the whole country."

The Bush campaign, however, is still worried by the growing "gender gap," shown by polls that give Mr Dukakis an overwhelming advantage among women voters. A recent Washington Post poll showed that Mr Dukakis had a lead of 57 to 33 per cent among women.

Given that a record eight to 10 million more women than men are expected to vote in November, the Republicans see this as a dangerous disparity.

Tear gas at cathedral door



A Roman Catholic priest and a nun wearing protective masks outside Myongdong Cathedral in Seoul, where hundreds of anti-government students fought riot police using tear gas yesterday. The students threw stones and firebombs, one of which set alight a bank, as police tried to keep them out of the city centre (Reuters reports). The students, marking the first anniversary of street protests which forced the previous administration to make democratic reforms, demanded the arrest of President Roh for his alleged role in suppressing the 1980 Kwangju uprising, in which about 200 people were killed.

Shooting which reopened racial wounds

Occasionally there occurs a minor incident so bizarre, so rich in irony, so inflammatory to prejudices and stereotypes that it is magnified into a national controversy.

Two weeks ago such an incident occurred in Washington, and the echoes are still reverberating around the country. A man, aged 62, asleep with his wife in their comfortable home in an affluent part of the city, was awoken in the early hours by trespassers outside.

He called the police, took a gun, went outside and found a group of teenagers frolicking in his swimming pool amid beer and marijuana. A young man confronted him at the back door and appeared to lunge at him. He shouted "Freeze!" Then he fired, striking the youth in the wrist.

The next day the story was all over the papers. Such things happen every day, usually they end more tragically, with either the homeowner or the intruders shot dead. But this was a classic "man bites dog" story. For the intruders were not, as assumed, unemployed black teenagers from the ghettos but well-to-do white students.

And the man with the gun was not a conservative white, insisting on his right to bear

weapons for self-defence, but a well-known liberal black journalist and former US ambassador who has campaigned tirelessly for gun control.

Moreover, the 22 Smith and Wesson was unregistered, and the homeowner faced a \$1,000 (£560) fine and a year's imprisonment, while the two trespassers apprehended faced only a \$100 (£56) fine and six months in jail.

The incident provoked immediate uproar. Mr Carl Rowan, who fired the shot, is one of America's most prominent blacks: a former director of the US Information Agency, President Johnson's envoy to Finland (and the first black ambassador to Europe), an award-winning columnist for *The Washington Post*.

Gun lobby groups, led by the National Rifle Association (NRA), gleefully branded him a hypocrite for advocating gun control while keeping a weapon at home. Liberals were aghast. Blacks were angered by what they saw as racism in the screaming headlines — "Columnist shoots teen skinny-dipper", "Rambo Rowan" — and police actions in releasing the two teenagers while seeking an arrest warrant for Mr Rowan. Would that have happened if it had been a conservative white

journalist who had fired on two black trespassers, they asked?

The controversy escalated. The black mayor of Washington and other council members defended Mr Rowan. The Rev Jesse Jackson criticized the police. President Reagan was asked at the Toronto summit for his reactions, and added to the furor by defending Mr Rowan with an anecdote about a burglar in San Quentin who

Washington View
By Michael Binyon

said criminals would be happy if gun control laws were enacted.

Mr Rowan himself, saying he would not leave his family "naked to the druggies and crooks out there", vigorously defended his actions. "Let my political enemies crow. But let them know that, as long as authorities leave this society awash in drugs and guns, I will protect my family."

The irony of the affair is that each side is arguing the opposite of previous well-known positions. Mr Rowan wrote in 1981: "Anyone found in possession of a handgun, except a legitimate officer of the law, goes to jail — period." The gun belonged to his son, a

former FBI agent, who gave it to his father in 1982 amid death threats but did not register it.

Prominent Washington blacks, meanwhile, are defending Mr Rowan, although in 1986 the same group organized a boycott of a Chinese-American shopowner after he pulled a gun on a black woman he said was menacing him. This led one white liberal columnist to conclude: "If an Asian does it to a black person, then it's a racist outrage. If a black person does it, then criticism of the black is a racist outrage."

Three of America's most passionate issues have thus become intertwined: race, crime and guns.

It is being argued that black reaction demonstrates a paranoid determination to smell racism in US society today. Certainly it takes little to trigger the suspicion that racism can be a factor whenever one party is white and the other is not. And the reaction of political figures shows how delicately this must be handled.

The affair has stirred angry middle-class comment over the initial police refusal to prosecute the trespassing teenagers. Householders across America worried that the dis-

missal of the midnight swim as not worth prosecuting left them vulnerable to intruders. And with the discovery of beer and marijuana around the pool, the gun lobby is playing well on rising fears of drug-related crime.

Meanwhile, supporters of gun control use these same fears to make the opposite point: more than 20,000 murders in America every year are drug-related, they say, and tough action is needed to cut off the easy supply of weapons.

Mrs Sarah Brady, the wife of President Reagan's press secretary crippled in the 1981 attempt on the President's life, is leading a campaign to "take on the NRA and win". Ironically, they are supported by the wounded teenager, who feels aggrieved at being shot, and those who insist that Mr Rowan acted recklessly.

The affair has inflamed all the arguments. Caught in the middle, Washington's hapless authorities have now reversed their stand. Charges of assault against Mr Rowan have been dropped while charges relating to illegal gun ownership remain to be decided; the two students will go on trial for trespass on August 18.

The radio chat-show hosts will be discussing it for a long time to come.

US arrests in chemicals case

By Our Foreign Staff

Two Egyptian military officers and three Americans were charged on Friday with a scheme to smuggle highly sophisticated US-made chemicals and other materials to Egypt.

Reagan Administration officials said the materials were to have been used in an Egyptian programme to build ballistic missiles.

Lieutenant-Colonel Mohammed Abdella Mohammed, an administrative officer at the Egyptian Embassy in Washington, was arrested in Baltimore and released after claiming diplomatic immunity, the Justice Department said. He is expected to be expelled from the US within several days. The other Egyptian

Colonel Hussam Youssef, lives in Austria and has not been apprehended, officials said.

Administration officials said they were distressed by the charges. The Egyptian Embassy had no immediate comment. Court documents in the case assert that embassy cars and buildings were used in the smuggling scheme.

In Cairo, the military refused to discuss the US charges. "All I have is no comment," said Colonel Nagdy el-Tobany, the Defence Ministry spokesman.

According to the documents, the investigation failed a plan to ship 430 lb of a sensitive carbon compound to Egypt on board an Egyptian

C 130 military jet scheduled to fly at the weekend from Baltimore. The compound is used to enhance the accuracy of missiles.

The three Americans arrested have been charged with conspiracy to violate federal export laws and money laundering.

● KUWAIT: Kuwait has signed an arms deal with Egypt designed to boost its defences against possible Iranian attacks and send a signal of thanks for Egyptian political support, sources said yesterday (Reuters reports).

It will buy 100 Egyptian-made armoured personnel carriers and an integrated air defence system, the Amoun, to stop Iranian missiles.

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THE NEW FACE OF BRITISH COAL

Vatican uses television coverage of Austria visit to send message across Iron Curtain

Pope puts pressure on East Europe to allow pilgrimage

From Roger Boyes, Salzburg

The Pope, who today finishes his pilgrimage to Austria, has skillfully exploited television to give an important push to Vatican *Ostpolitik*, raising the possibility of trips to Hungary and Yugoslavia.

Although fewer Austrians than expected have come to the open-air Masses, thousands of pilgrims have flowed across the East European borders. At Gurk in Lower Austria on Saturday, some 10,000 Slovenes joined Austrians and Italians to chant: "Long live the Pope."

At Trausdorf, near the Czechoslovak border, the crowds of pilgrims waved Hungarian and Yugoslav flags. A few eager young Catholics scratched out the socialist star that is in the centre of the Yugoslav flag. Some East European pilgrims have even made it as far as Salzburg.

The real key to the pilgrimage, however, is television. The Austrian Broadcasting Authority has been giving almost blanket coverage to the five-day pilgrimage, and neighbouring Soviet bloc countries have been tuning in.

This form of broadcast evangelism has not been used before. Even during the Pope's three pilgrimages to Poland, the local television coverage was heavily edited and even

censored. This time every detail is shown, and across the porous Iron Curtain everybody is excited.

The Slovak Catholics in Czechoslovakia, who were forbidden — apart from the symbolic 200 tourists — from coming to Austria, are the main beneficiaries. A Slovak Catholic activist, Dr. Carnogursky, speaking by telephone from Czechoslovakia, said: "There is great joy among Catholics here that, even if the Pope is not allowed to visit, he can at least be on our television for several hours a day. The Pope's message in the Slovak language showed that we are not forgotten."

The Pope catered to each of the East European Catholic minorities, fluently reading messages in Slovenian, Slovak, Croatian and Hungarian. Often he would gaze eastwards. The effect is to put pressure on each of the governments to permit a papal pilgrimage.

Yugoslavia, which turned down the idea of a papal visit eight times, is in a particularly sensitive situation. The discontent in predominantly Catholic Slovenia is already very high. Cardinal Franjo Kuharic, the Croat Primate, said after a Mass yesterday

that the Austrian pilgrimage would strengthen the pressure for a trip to Yugoslavia. "Whenever we have asked for a date for the much postponed pilgrimage, the authorities have always answered that the time is not yet right. We don't know what the reasons are, but they must clearly be ideological."

The Hungarians are the most optimistic that the Pope will visit — but there, too, the disruptive potential of a pilgrimage is huge. Today Hungarians are planning a large anti-Romanian demonstration, and increasingly they are taking to the streets. It is not clear how the new Hungarian leader, Mr. Karolyi Gossz, regards a visit by the Pope.

In Warsaw, General Wojciech Jaruzelski, the Polish leader, has been holding talks with the special Vatican emissary for Eastern Europe, Archbishop Francesco Cossentino. Sources in the Pope's entourage say that Poland and the Holy See are now much closer to establishing diplomatic relations.

The Pope's message, emphasized yesterday during an ecumenical Mass in Salzburg, is of the need for a new evangelization in Europe. That means boosting the faith of believers in Eastern Europe,



A handicapped woman receiving a blessing from the Pope in Salzburg Cathedral yesterday before he celebrated Mass.

reviving the faith in once staunchly Catholic Western countries, such as Austria, and building bridges with non-Catholic denominations.

By the weekend, Austrians had begun to warm to the Pope. He had not been too harsh on the wartime past, and if he says tough things he is saying them nicely.

But there is a groundswell of scepticism. A meeting with young people in Salzburg showed the Pope how critical they are of the Vatican. A recent opinion poll found that

some 60 per cent of young Austrians thought that the Pope's utterances have no relevance to their lives.

The Jewish community has been divided by the visit. Jewish leaders met the Pope on Friday and expressed disappointment that he did not sufficiently honour the Jews killed in Mauthausen concentration camps. But in a homily on Saturday, the Pope referred to the suffering of Christians and Jews and this, broadly speaking, was enough.

Jewish leaders had asked

the Pope to prod the Austrians into being more open about the Hitler years because, they said, only this would eventually stamp out anti-Semitism. The Pope, with subtlety, has been doing just this. But for many it seems too late to discover a sense of guilt: memories are blurred as to who did what to whom.

In Gurk — Waldheim country — people were notably distrustful of journalists, especially American or English sounding ones. "It's nothing to do with you — what do you

know about that time?" an old lady said when asked about her President's past.

Another told of how she was denied a special pass issued to those who were persecuted by the Nazis because she spent a year of the war hiding in Budapest. "It doesn't bother me, you know; all that is long gone. But a pass would make it easier to get into the opera." Her companion said: "And you can dodge the quercus in the tax office." They both laughed. The past is still under control in Austria.

Paris talks win Kanak assent to 1998 poll

Paris (Reuters) — M. Michel Rocard, the French Prime Minister, said yesterday that French settlers and indigenous Kanaks seeking independence had reached agreement at a meeting on the future of New Caledonia.

M. Rocard said in a statement that under the accord, hammered out here on Saturday night by delegations representing the two rival communities, a new independence referendum would be held in the islands in 1998.

Residents of the South Pacific territory, the scene of clashes that have claimed 28 lives, last year voted to remain French in a referendum boycotted by the Kanaks, who are ethnic Melanesians.

The two delegations, at the first formal negotiations between their communities in five years, were presented by Mr Rocard with a nine-point plan.

The plan offered the Kanaks a limited form of self-rule until the referendum in 1998. It also proposed placing New Caledonia under Paris authority for a year before the statute came into force.

M. Rocard said yesterday he would ask President Mitterrand to hold a separate referendum in the autumn at which all French voters would be asked whether they wanted the new statute introduced.

Mr Jean-Marie Tjibaou, the Kanak leader, gave the agreement a cautious welcome. "When it is a question of choosing between bad agreements and a good civil war, then there is no real choice."

House that power built towers over Duarte's shattered dream

From David Collob, San Salvador

On the forested slopes of the volcano that looms behind San Salvador, where the super-rich make their homes, a spectacular mansion is under construction. In central San Salvador, hundreds of feet below, the first torrential rains of the tropical winter threaten to wash away flimsy slum dwellings clinging to steep ravines.

With a population topping five million, tiny El Salvador is the most densely populated country in Latin America. The landless peasant majority and the teeming

urban poor subsist on the threshold of disaster.

Their anger has kept a civil war boiling for the last eight years at the cost of more than 60,000 lives. President Duarte promised to end the war by delivering social justice. The mansion on the slopes of the volcano symbolizes the betrayal of that promise and failure of that dream.

The mansion belongs to Señor Guillermo Guevara, a top functionary of Señor Duarte's Christian Democratic Party. Critics of the Government, including some Western diplomats, say there is

evidence that the \$275,000 it will cost were earned through corrupt practices and abuse of power.

President Duarte, stricken by cancer which doctors predict will kill him before he finishes his term next May, is reported by aides to have wept when he saw his associate's lavish residence.

The extreme right-wing Republican National Alliance (known by its acronym, Arena) used air photographs of the site to support charges of widespread government corruption in legislative elections last March. Arena scored a decisive victory, capturing 48 per

cent of the vote and a majority in the National Assembly. It is now poised to win presidential elections in March, 1990.

News of President Duarte's illness unleashed a flood of tributes and sympathy from admirers abroad. However, at home few tears were shed. "Duarte surrounded himself with opportunists," said Señor José Sauti, who is a Salvadorean economist. "He pushed the party, gave jobs to the boys. I cannot imagine a more corrupt, more incompetent government."

Señor Duarte was voted into

office in 1984, with the heavy backing of the Reagan Administration. He promised a better deal for the poor and respect for human rights. Four years later, that policy is in a shambles.

Death squad killings and abuses by the military, which dwindled from on average 450 deaths and disappearances a month in 1981 to under 30 this year, have started to climb again. The guerrillas have replenished their ranks.

Meanwhile, Señor Duarte's Christian Democrats have split in a bitter dispute over who will be his successor. At the US Embassy

in San Salvador, officials are already preparing themselves for an Arena victory in March.

Arena, founded by a former army major, Señor Roberto D'Aubuisson, is the hemisphere's most successful neo-fascist movement. Señor D'Aubuisson has been involved in scores of death squad killings, including the 1980 murder of Archbishop Oscar Romero.

However, he is no longer party leader and US officials say Arena's 1989 presidential candidate, a US-educated businessman, Señor Freddie Cristiani, is cut from a

different cloth. "We're not talking about thugs and huns," said a US diplomat. "We're talking about good people who just happen to be extremely conservative."

Nevertheless, close associates of Señor D'Aubuisson still hold powerful positions in the party. One of them, a former army man, Colonel Sigfredo Ochoa has nothing but scorn for US advisers who counsel respect for human rights.

Colonel Ochoa has called for "total war" against the left-wing insurgency. A European diplomat said: "Total war will mean a bloodbath."

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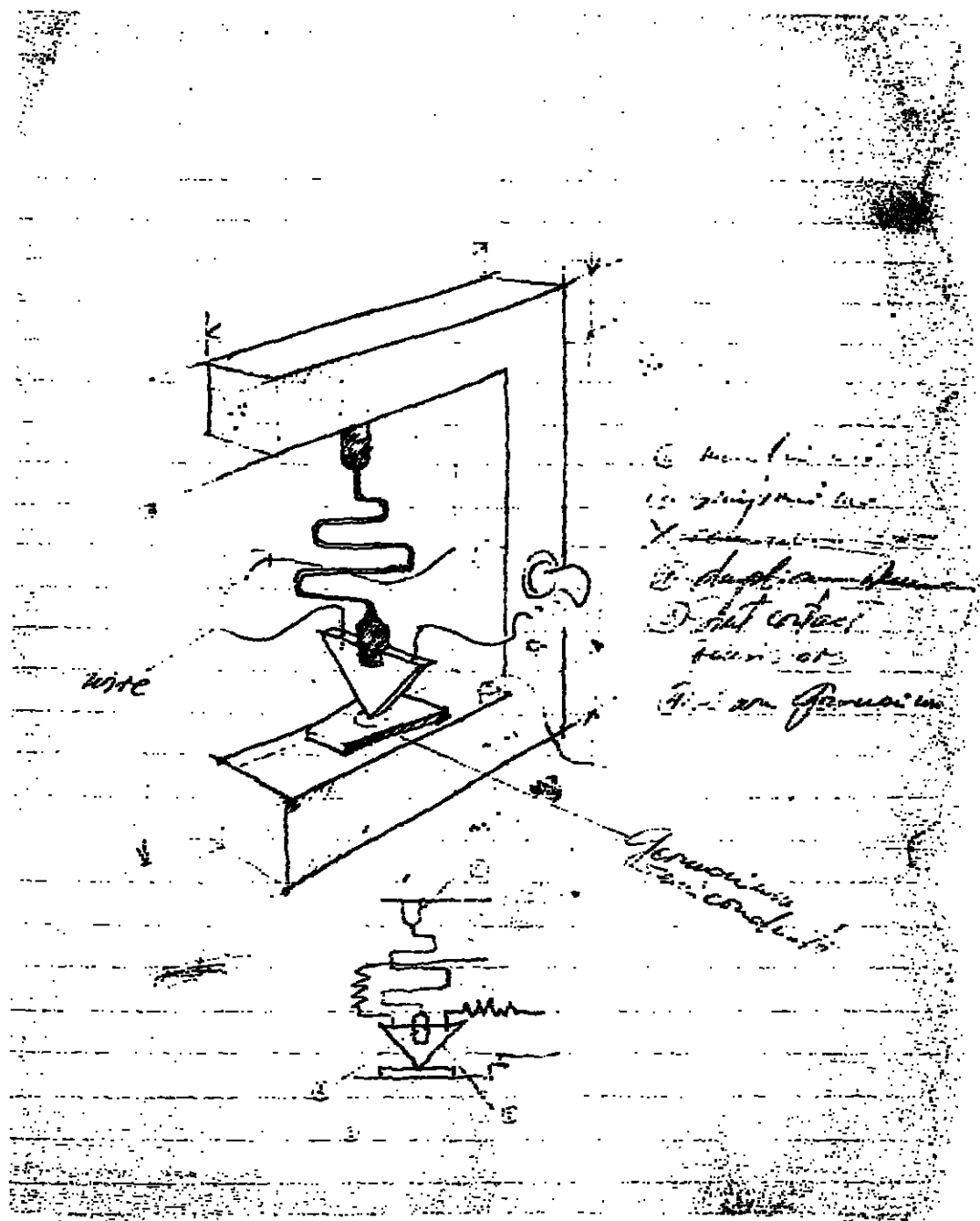
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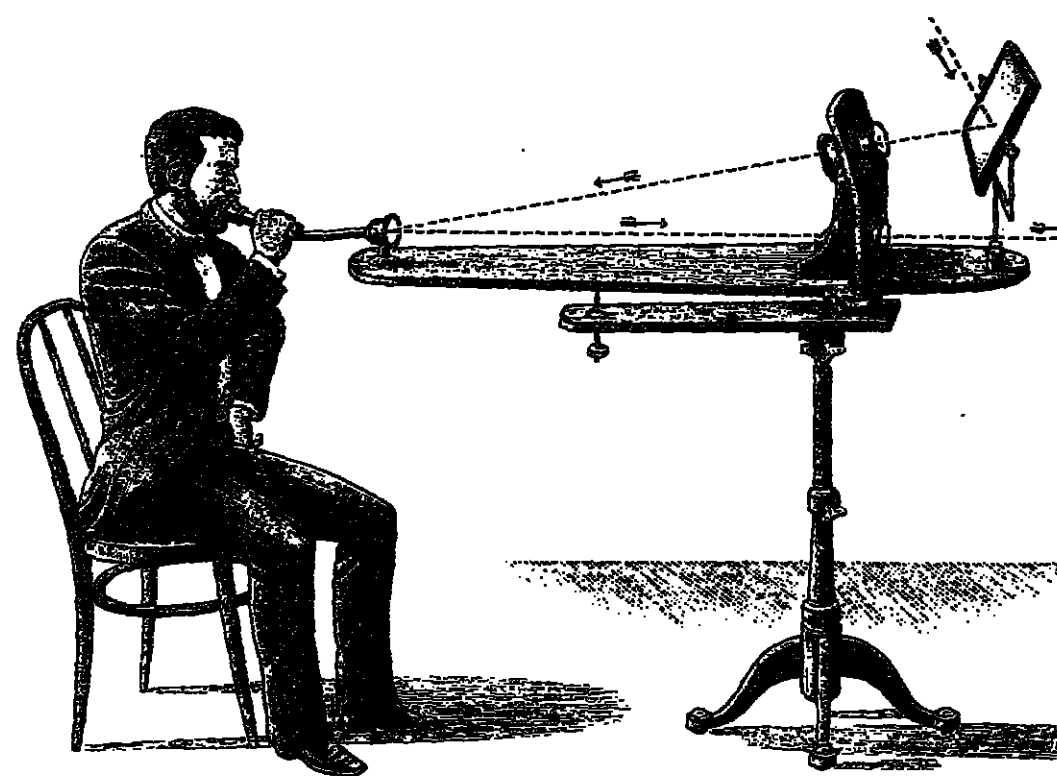
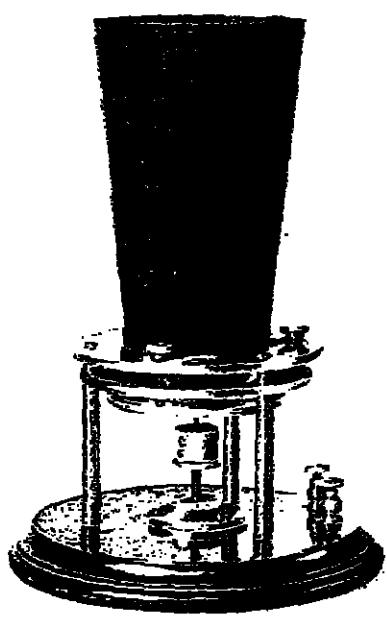
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SPECTRUM

'Of course, the Prince's visit was the reason why action was taken. But there are many more for whom there is no hope'

One year ago, the Prince of Wales visited the steamy, seedy sweatshops of East London's Brick Lane and was appalled at what he saw. Something must be done, he told the leaders of commerce who trailed in his wake. Something has been done. Not enough, perhaps, to satisfy the predominantly Asian community who ek out an existence in Dickensian conditions in the shadow of the Square Mile's towering office blocks.

Not enough, either, to placate community leaders who fear that the City's eastern drift — to be seen in the transformation of grimy warehouses in nearby Wapping into bastions for the nouveau riche and the pending office development at the old Spitalfields market — may soon price the garment manufacturers out of business... and the workers out of their homes.

But a start has been made, and when the Prince returns to the East End today he will see for himself how the men in pinstripes (Sir Ralph Halpern of Burton, Lord Carr of the Pru and NatWest's Charles Green were among the entourage last time round) and their off-forgotten neighbours are responding to the challenge he threw down last summer.

Mrs Maharun Nessa will be on the

crowded pavements today, hoping to see the Prince. Last year, he went to see her in a flat in a condemned tenement where the staircase rocked so violently that a local councillor urged his royal guest not to continue up. But he did, and admitted later to being horrified at what he saw. Today, 49-year-old Mrs Nessa and the three other tenants of the Victorian block in Rampart Street are rehoused. In April they exchanged their decrepit rooms, shared lavatory, no bathroom and no hot water in a building which was in danger of falling down, for modern council flats.

"The Prince did that. I would still have been there without him. He is a man who cares," she says through an interpreter.

Technically, Tower Hamlets Council, which inherited the Rampart Street building on the demise of the GLC, maintain that Mrs Nessa's rehousing had nothing to do with the Prince's visit and the concern he expressed. Local community workers, however, point out that it must be more than coincidence that action to get her moved followed so speedily on the heels of his visit to an area where more than 10,000 are on the waiting list.

"Of course the visit was the reason why action was taken," unfortunately, there are many more people living in equally bad conditions, but for whom



Ins and outs of the City: the Prince of Wales and Mrs Maharun Nessa

there is simply no hope of getting rehoused," says Sadiq Ahmed, a local councillor and director of the East London Family Services Unit.

In the Wapping area alone, an estimated £120 million is needed for the refurbishment of decaying council properties, some of which telephone engineers have refused to visit because of the dangers posed by falling masonry. In the last financial year, only £100,000 was available for home repairs.

On Princelet and Hanbury Streets in the Spitalfields area, Asian couples with five children live in one-room flats where the kitchen doubles as a bathroom and where several families share a single lavatory. These are typical inner-city problems — 50 per cent unemployment, housing, crime, health, vandalism, and racial tensions combine to create an overly-rich soup of urban decay.



Exacerbating the problems are pressures from a City anxious for new office space. Modest, renovated terrace houses in Spitalfields, until recently the bases of

sweatshops and their workers, are currently selling at £250,000-plus as homes for "the hard-pressed City executive... who does not wish to spend his valuable leisure time in travelling", according to an estate agent.

The previous occupants, working for 90p an hour, have no chance to compete in the property boom. But Ahmed remains optimistic. "I think Prince Charles's visit started the ball rolling. Central government have started to take initiatives and I believe they will come up with the some of the money we desperately need. Business has started to take an interest, too."

Mrs Kay Jordan, co-ordinator of the Spitalfields Small Business Association, agrees. "There has not been a wholesale transformation, but I do not think anyone was expecting that. The visit last year focused attention on our problems and created an interest in the City, the private sector and elsewhere," she says.

In the background, acting as a catalyst to bring these disparate groups together, has been Business in the Community, an organization whose president — the Prince of Wales — takes a more than passing interest in efforts to get companies involved in helping inner cities.

He will also be kept abreast of what is known locally as the Crown and Leek

Project, an old pub being converted into a resource and training centre for the construction industry; and he will probe the prospects of a job-link programme under which City firms will underwrite the training of youngsters from the Spitalfields area, offering them employment upon satisfactory completion of courses expected to start later this year.

Jordan points to other projects that have followed last year's visit. Financial assistance from the Nationwide Building Society towards a low-cost home ownership scheme; City firms and government involvement in expanding efforts to provide refurbished workshops instead of the still-numerous sweatshops, and the 40 corporate participants in the 1988 Lord Mayor of London's Awards for Business Involvement.

It will not stop there. The Prince will also want business leaders to tell him today "what practical ideas exist for improving prospects," according to Robert Davies, deputy chief executive of Business in the Community's.

A year may have gone by since that famous walkabout, but the Prince of Wales appears determined not to let the City off the inner-city hook.

David Sapsted

Still the waters run deep

Conflict flows along the Derwent, as landowners and conservationists battle it out against those lobbying for greater public access to the river. Alan Franks fishes for facts

A High Court case opens in London this morning to determine the future of 15 winding miles of Yorkshire's poorest River Derwent. It is the culmination of a long and increasingly bitter battle between the access lobby and an alliance of conservationists and landowners; its outcome will have a crucial wash-on effect through Britain's swelling waterways movement.

In the course of the case, which is expected to meander expensively for at least 10 days along the silted backwaters of English river law, the Yorkshire Derwent Trust will advance its right to revive the navigation of the stretch in question. If it does so, then hundreds more miles of British river could follow suit.

Among the many battle-grounds for the fate of the countryside, few are being watched more closely than the lazy, unassuming Derwent. Already the phalanxes of initialism have massed on the opposing bank — the CLA (Country Landowners' Association), the NFU (National Farmers' Union), the CPRE (Council for the Protection of Rural England), and many more. They refer to the pro-navigators as "boaters".

With overtones of loud, motor-boats churning up the quiet reaches and scaring off the otters. But they also fear for the seclusion of their own properties, and the very idea of a marina at the head of the navigation at Malton leaves them speechless with apprehension.

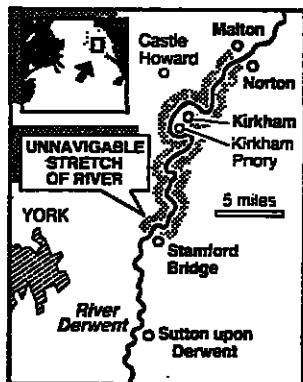
At its heart, the Derwent affair is mainly a battle be-

tween the conflicting rights of people and animals. For the "boaters", here is a splendid stretch of river which, with an affordable sum spent on clearing the banks and restoring the locks, could be brought back into the public domain. For the anti-boaters, this ribbon of water is a "wildlife wilderness".

The wrangle typifies two wholly different views of conservation — on the one hand leaving the river's many SSSIs (sites of special scientific interest) to the freshwater crayfish and other natives of the habitat; on the other redeeming the splendid workings of pre-Victorian river management.

If you chart the story from its source to its present turbulence you find in microcosm a chunk of English industrial history: under a 1702 Act of Parliament typical of its time, a group of entrepreneurs makes the river navigable to Malton and beyond; the town becomes a flourishing small port, handling 40,000 tons of goods each year, coal upstream, corn downstream, as well as a brisk trade in the local lime: sloops begin to ply regularly from Hull with provisions. Then comes the railway, from York to Loughborough, and the river declines as a trading conduit. Danger of flooding leads the water authority, or Catchment Board, to acquire control of the locks in 1935.

It is at this point that the tortuous legal complexities arise, in which the High Court must now address itself. The acquisition was carried out through an order (under the Land Drainage Act) which revoked the 1702 Act and yet



made no mention of removing rights of navigation. In the case of other rivers, orders made under this same Act did take away such rights. The fact that this was not the case with the Derwent provides the "boaters" with their main grounds for optimism.

By the 1980s, of course, the waterways and their rehabilitation have become a focal point for the so-called leisure age, and it was eight years ago that a small but vital incident on the Derwent brought the conflict of interests to its present phase. The trust was given a boat to use on the river's upper pound to run trips for Malton charities. A group of landowners whose estates bordered the river threatened an action for trespass, on

the grounds that there was no right of passage to which the trust and the town council of Malton responded by issuing proceedings through the Attorney General in order to have their rights of access submitted to legal judgment.

Paul Smith, solicitor for the landowners, has no doubt about the importance of today's case. "It is one of those disputes in which both sides have very good intentions, but ones which really can't be matched with each other. This is a conflict between recreation and conservation, but it goes rather further than that because it involves the establishment of a legal principle affecting the rights of riparian owners."

One of the most intriguing figures in the conflict is Dr Graham Smith, a 52-year-old lecturer in animal psychology and nutrition at Leeds University, and chairman of the Yorkshire Derwent Trust. For him, defeat in the High Court would mean no less than "a waste of all the work I have put into this campaign for the past 18 years."

He surveys the decaying elegance of Malton's river frontage forlornly: "It's a

splendid river all right, but what you see is man-made as much as natural. Man put vitality and function into the river, and thereby added his own ingenuity to its character. What pleasure is there to be gained from seeing all those beautifully constructed artefacts falling into ruin?"

The waters are muddied still further by the spectre of the 1932 Rights of Way Act, which states that if a route has been used unchallenged for 20 years and the owners have never objected, then it becomes a highway.

The forces opposed to the landowners and conservationists maintain that the act applies to avenues of water as well as of land. But even as they are poised to activate these rusty cogs of legislation, they fear it will cost them dear. The trust itself depends entirely on charity, and for the purpose of the hearing it has received £100,000 from the Inland Waterways Association, which considers the present campaign one of the most important in its 40-year history.

Both sides have their pas-

sionate advocates, and the conservationists can claim the support of such heavyweights as Sir Peter Scott, Ted Hughes and David Bellamy. The director of the River Derwent Appeal and spokesman for the landowners, Ian Carstairs, reasons that if canal enthusiasts want new stretches of water, there are plenty more to be enjoyed elsewhere in Britain's 5,000-mile inland network; the Derwent is a classic English river, with which only the Test in Hampshire is com-

parable for its absence of pollution and development. Quite so, says the other side, but isn't that the very quality which makes it worth enjoying? Besides, boats won't cause enough disturbance to threaten the natural life of the river.

But it all depends on what brand of idyll you favour. Smith says he grows desperate at times. "We're getting a middle class whose hobby is interfering; they put slogans on walls saying no barrages, no acid rain, no this, no that, but they still want the fridge to work."

This morning the romantic language which has dotted the appeals of both sides will give way to the more utilitarian tones of the lawyers, while 250 miles to the north the Derwent winds obliviously down to the Ouse. For the present, the easiest view of the wharfs and weirs is not from the river, but from the very machine which put them out of business — the railway train.

SCIENCE REPORT

Let's hear it for the chickens

Two teams of scientists in the United States have shown that a chicken's inner ear recovers from damage caused by loud noise in a matter of weeks or even days.

This is more than good news simply for chickens attending rock concerts and listening too close to loudspeakers. Some hearing loss in people, once thought to be exclusively caused by ageing, is now believed to be related to exposure to loud noise. Understanding the repair mechanism in birds may help to induce the same process in humans.

The ear is an exquisitely sensitive organ. Sound waves in the air cause the eardrum in the outer ear to vibrate. These vibrations are transmitted into a liquid-filled tube in the inner ear called the cochlea, inside which tiny cells (hair cells) transmit the motion from the vibrations into nerve impulses that go to the brain.

As a chick grows from an embryo to a mature bird, the hair cells divide, covering the cochlea, but they stop dividing once the chick matures, after which their number was thought to remain essentially unchanged throughout the life of the bird.

But now that thinking has changed. Jeffrey Corwin of the University of Hawaii, and Douglas Cotanche of Boston University, working together with young chicks, and Brenda Ryals of the Veterans Administration Hospital in Richmond, Virginia, and Edwin Rubel of the University of Washington, working with adult eels, have shown that after damage to a specific part of the cochlea, new cells grow to replace the hair cells experimentally destroyed. The two teams publish their results this week in *Science*, the American journal.

Corwin and Cotanche played single frequency tone



at 115 dB to chicks between 9 and 13 days for a total of 48 hours. That is about as loud as the noise from a jet engine, although a jet engine has a mix of frequencies rather than a pure tone. After this, they found that the hair cells in a specific part of the cochlea were totally destroyed. But, by using a radioactive tracer, Corwin and Cotanche found that cells that previously served some other function in the cochlea appeared ready to start dividing, transforming themselves into hair cells to replace those destroyed by the noise. This pattern did not appear in

was induced, the cochlea was nearly back to normal.

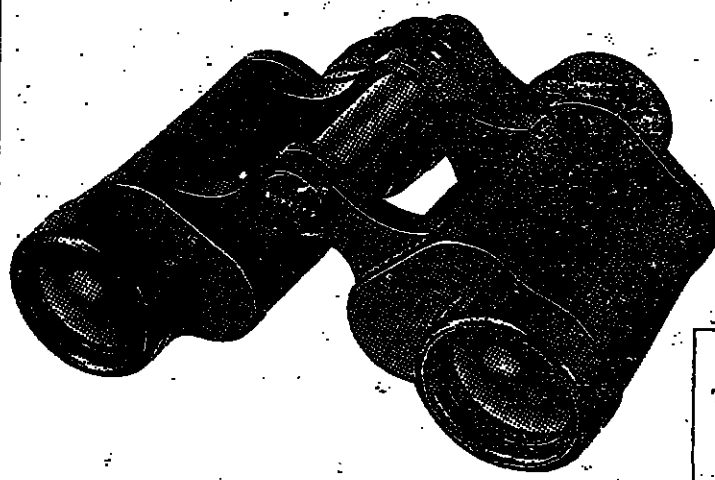
The exciting aspect of this experiment, according to Rubel, is that there are cells in the inner ear that can take on the role of hair cells in response to injury. Both groups are now trying to pin down exactly which cells are involved in the transformation process.

It came as a surprise that new cells could form in birds. In some fish and amphibians, hair cells are produced continuously throughout the life of the animal. Rubel now intends to see whether similar recovery can occur in mammals, and he thinks there is some reason to believe this may be so. For the time being, he is trying to pin down what triggers the growth of new cells, and how soon after the damage the regeneration process begins.

Joseph Palca

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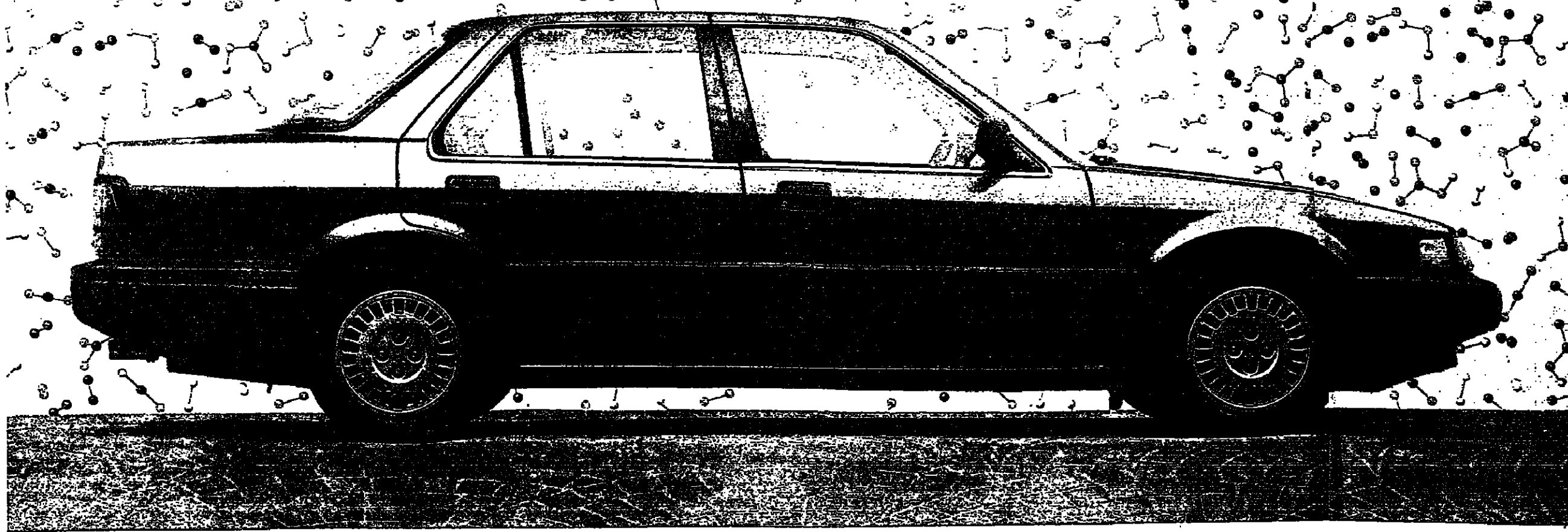
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A few billion little reasons to consider a Honda Accord.



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You don't drive a car in a vacuum. It, and you, are surrounded. By nitrogen, by oxygen, by argon, by rare compounds with strange sounding names. In short, by that molecular soup we call air.

If that sounds like a statement of the obvious, then what follows is not. Air affects the performance of car and driver in a host of unexpected ways.

Oxygen plays a vital role in the engine. Airborne corrosive agents like nitric acid can play havoc with your paintwork. Atmospheric pressure affects fuel consumption. The quality of the air inside the car affects the quality of your driving. And of course air is the very stuff of aerodynamics.

For car engineers, the problems presented by air can prove a stiff test of ingenuity. Few will have tackled the subject with as much zeal as those at Honda.

Consider, for example, the engine management system in the Honda Accord EXi, a sophisticated piece of computer technology called PGM-FI.

Its function is to measure the precise mixture of petrol and air required each 100th of a second by the 2 litre fuel injection engine.

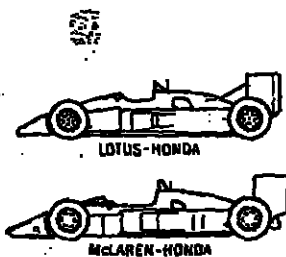
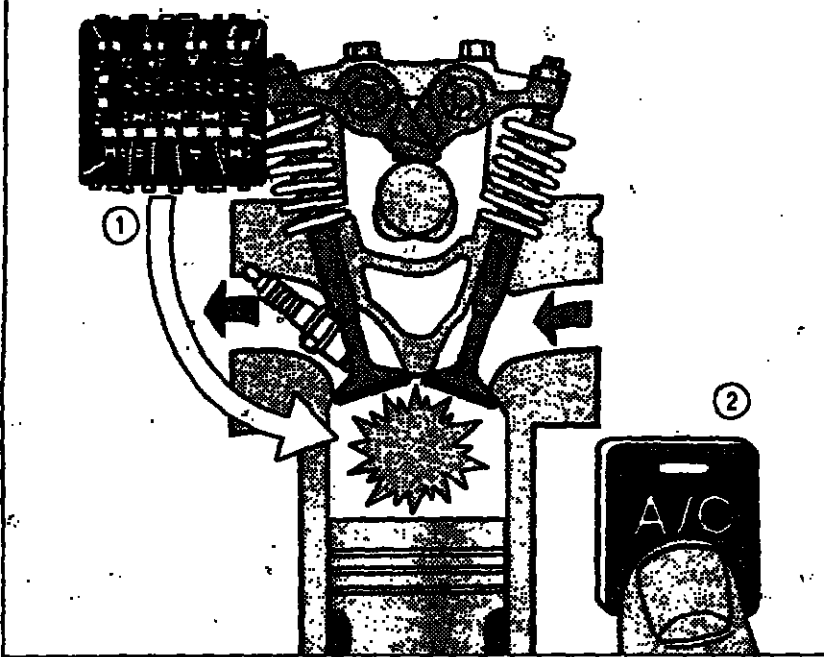
What makes the system remarkable is the wealth of factors it takes into account. Not simply your speed and engine load, but important details like atmospheric pressure and outside air temperature.

By maintaining a vigil on both the engine and the elements, the system ensures that maximum performance is squeezed out of minimum fuel.

PGM-FI is one of the fruits of Honda's Formula One involvement. It played a major part in last year's memorable track achievements, which included victory in both the Drivers' and Constructors' Championships. When you remember that Formula One cars are allotted a strict fuel allowance for each race, it's easy to see why.

The subject of fuel efficiency leads us naturally on to the biggest single problem that car designers face with air resistance. At 70 mph, combating wind resistance can account for over three-quarters of an engine's total energy output.

Man and Machine breathing easily. 1. A computer system controls the precise fuel/air mixture in the cylinders. 2. The Accord EXi is equipped with air conditioning as standard.



Seen in this light, the Accord's sleek, low bodyshape appears even more beautiful than it does at first glance; for it is the secret of the car's low 0.32 drag factor.

With Honda, though, aerodynamics doesn't end with drag. You'll be pleased to learn that the Accord's shape also endows it with a low lift coefficient.

What this means, put simply, is that at high speeds the Accord behaves more like a car and less like a plane. (Which is good for both its stability, and yours.)

Of course, even standing still, any car is prey to airborne attack from corrosion. One of the culprits is oxygen. You can't make rust without it.

So Honda coat vulnerable surfaces with zinc, which seals out oxygen. Then we add four more protective layers for good measure. Which is why every Accord carries a six-year rust-through warranty.

Finally, how does air affect that most important component of any car: you? The answer, apart from keeping you alive, is that air exerts a strong influence over your power to concentrate.

A recent study showed that concentration falls away sharply when the air temperature rises above 24°C. And we all know that stale air makes for drowsiness.

This is why, along with power steering, electric windows, central locking and cruise control, the Accord EXi offers something rarely found in a family saloon: air conditioning, as standard.

Of course, no one chooses a car based on how it handles air. Much higher up the list come comfort, refinement and sheer looks, to name but three.

But view it this way. If Honda's engineers are this painstaking over something you can't see, think of the lengths they must go to for the things you can.

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TIMES DIARY CLEMENT FREUD

I went to my local chemist with a prescription for 200 pills, waited while they were dispensed, paid the NHS prescription charge and took the box home. I thought it would make good sense to keep half of the pills in the country, the rest in London; I poured them on to my desk and put what I thought might be 100 into an old pill box and, because I am currently less than fully employed, counted those that were left. There were 76. So just for the hell of it I counted the other lot: 83. I got a pen, piece of paper and a ruler, added the two and subtracted the number at which I arrived from 200; it was 41.

I drew two lines beneath the final figure of my arithmetic and wondered what to do next: decided to telephone the Trading Standards Officer for the City of Westminster. I finally got through to a lady whose "Can I help you?" was uttered in a manner which would not have got her employment with the Samaritans and explained the situation. "Have you been back to the chemist and told him?" she asked. I explained that I thought it was the job of her department to investigate such irregularities. "Only if you get no satisfaction from the chemist."

I thanked her, went to the chemist and said: "See here, your man gave me 159 pills on a prescription for 200." The big cheese at the pharmacy told me that the man who had served me was off for a couple of days, could I come back next Friday? I did not have a lot to do on Friday either, went back, saw the man who had short-pilled me and told him my story. "Have you brought back the jar?" Well, no, I said, there didn't seem much point, I mean it didn't leak. He explained that it would have helped him to have had a look at the jar; perhaps I would bring it in the meantime here are the 41 pills.

When the poet wrote "Earth has not anything to show more fair" he was not referring to Luton Airport. Luton is as good as any airport to find a literary parallel: *Woe* Scott on the Antarctic: "Dear God, this is an awful place". I went to catch a 6.45am flight, check-in two hours before take-off.

The lounge was about half full, the queue at the buffet 50 passengers long with one tired tea lady trying to cope. No queue at the licensed bar. Next to me half a dozen young men were each putting away a pint of lager every 25 minutes ("I hope they frighten the French because my God they frighten me" - Wellington); no one drinks three pints of lager before 6am from choice. I wonder how much football violence is due to long queues at tea counters?

At 7am Monarch flight to Faro was still on the board "departure time 6.45", not a word about it over the loudspeakers. "The people have a right to know," said Herbert Morrison when Home Secretary in 1945. (Not at Luton they don't. I asked the Monarch lady whether she had any information about the flight. Your plane came in from Larnaca at 6.35, she said; any hour now it will take off again. I don't suppose Republican airlines are any better.

BARRY FANTONI



"When in credit there are no charges and all calls to the police are free"

The division lobbies in the House of Commons each have two lanes, one to accommodate members whose names are in the A to K range, the other for the L to Zs. One night during a minor vote when trade was thin, I asked the clerk who marked off my name how long it had taken him to recognize all MPs. He explained that he only knew his lot: the A to K. When people join the office of the Clerk of the House they are told whether they will go through their parliamentary careers monitoring the first or the second half of the alphabet - just like that.

I thought of this when returning to Britain last week to find a long queue at the UK Passport immigration desk, no one at all waiting to go through. Other EEC Passports. I had only hand luggage, my plane had flown round and round above the Sussex Downs and was late so I asked the Other EEC Passports officer if he might process me despite the bluntness of my passport. He said no. Long live petty officialdom, and jolly nearly a case for the race relations board.

When you see a sharp-suited shark standing behind the counter marked Exchange Wechsel Cambo you expect to get less than the going rate for your loot. And banks, especially if you are not an account holder, are entitled to a small "turn" when you change money. But I do resent hotels short-changing their guests. In central London they charge £150 a room, £3.50 for morning coffee, 30p a telephone unit and then take 1 1/2 per cent commission on currency transactions. If a hotel chain were to advertise that they give the quoted rate of exchange to residents they would not only flourish but probably receive an award like the Congressional Medal of Honour as well.

A good game to play is to see how many times you can change \$20 into local currency and back before you go skint. In London you tend to get knocked out in six transactions. Do the same thing in Portugal and you go bust in five, but it takes longer because you have to join one queue for the paperwork, another for the cash and a third to complain to the manager about the handling charge. When he takes it off and gives you a voucher you take this back to the cashier. He hums, next year I shall try Bogner Regis.

The events in which we are taking part have no precedent. A vast country which in 1917 carried through the greatest social revolution ever is again caught up in change. To quote Mikhail Gorbachev, the purpose of change is to establish a "system of real humanism which serves and elevates man".

This is not the first, but the second attempt to renew socialism. The first, initiated by Nikita Khrushchev at the Communist Party congresses in 1956 and 1961, turned out to be a fiasco.

There were many reasons why it did not produce the desired result, but what is most important is that those very same forces of party and government bureaucracy which are now impeding *perestroika* were also dissatisfied with Khrushchev's policy. They plucked up courage and reversed the tide in the middle 1960s. As a result the decisions of the party congresses were cast into oblivion, and a long period of stagnation set in.

One of the greatest merits of the 27th party congress in 1986 was that, having revealed the sources of stagnation and distortions in Soviet society, it pointed directly and categorically to the conflict between working people and bureaucrats. It stressed the need for the party to "proclaim a resolute and merciless war" on bureaucracy. Lenin, it said,

considered the struggle against bureaucracy to be especially important at turning-points when "maximum efficiency, speed and energy are needed". But a correct understanding of the main threat to *perestroika* is not in itself a guarantee that the problem will be successfully solved. For a start, bureaucracy has the advantage of immense power in society far transcending its numerical strength because it occupies the commanding heights of public life. In addition, it has extensive opportunities to attract the loyalty of specific social groups.

More important is its exceptional ability to exercise control over and adapt itself to changing conditions. It is vitally important for the supporters of *perestroika* to understand this. It is more than three years since *perestroika* was initiated, and a special party conference starting tomorrow will review its initial results. The process should be consolidated and given fresh impetus.

What worries the supporters

Anatoly Butenko offers a Soviet view of the dangers

Enemies of perestroika



Lenin: saw the threat

of *perestroika* is that bureaucrats and their allies, motivated not by the interests of the working people and the will of the nation, but by their own self-interest and their reluctance and inability to work in a new way, might consider *perestroika* unnecessary, oust its advocates and establish its enemies in the party leadership. If they manage to achieve this behind closed doors, they will not find it very difficult



Khrushchev: thwarted

to present the change to the Soviet public as a great boon to the working people.

If I were asked whether we have already reached the limits of Lenin's tolerance of free expression in the debate between rank-and-file communists and high-ranking executives, I would say: "No, we still have a long way to go". The reason is that we have not yet become used to differences of views and opin-

ions. We still fail to realize that socialism is a society of increasing diversity of opinion.

After all, every man, whether a rank-and-file worker or a leader, has his own experience, his own level of knowledge and education, his own interpretation of what is going on. Consequently at all levels, in any discussion, if it is conducted democratically (and that is exactly how discussions should be conducted in a socialist country), a vast range of opinions, convictions and appraisals is inevitable.

Nor have we yet reached Lenin's level of *glasnost*. Take, for example, the work of the political bureau or the secretariat of the Soviet Communist Party. It is very good, of course, that party members and those outside the party are kept informed about questions discussed by the Politburo and the decisions it has taken. But in Lenin's lifetime communists had access to the minutes of Politburo sessions. So for them members of the Politburo were not indistinguishable one from another.

Each expressed his own opinion, and the differences between them were not couched in stereotyped phraseology about the questions discussed and the decisions taken.

Some may think this is trifling - but only those who know nothing about politics. All communists must constantly be kept informed of the views and the shades of opinion of their leaders. This is an important element of *glasnost* and democracy within the party. Knowledge of such things makes it possible to predict the positions they will take on various questions, and what alignment of forces may emerge in the party leadership during the discussion of a crucial issue.

This enables the whole party to understand what it may expect and thereby to reach its own opinion on what is acceptable and what is not.

The reports of the Central Committee to this week's party conference do not conceal the fact that "the development of the process of *perestroika* is still contradictory, and involves the overcoming of differences and the struggle between the new and the old". The vestiges of the conservative bureaucratic mentality have proved to be especially tenacious.

The author is a professor at Moscow State University.

Bernard Levin

Genius in all its fury



man is as honest as Vermeer asking not "Is it beautiful?", "Is it powerful?", not even "Is it real?", but "On the Day of Judgement, when my soul stands in the balance, can I say that was exactly how I felt it?"

He can. But that doesn't even begin to exhaust the treasures (at least two thirds of them, I must say, unknown to me) of this exhibition. There is, for instance, an astounding paraphrase of Manet's "Le Déjeuner sur l'herbe".

The label suggests that it was a conscious rejection of Manet and his style (and, presumably, those who followed him), and so it may have been, but if, like me, you have no great wish to know such things, you will see a picture exactly like a dream landscape, for all that he has borrowed the elements from the older artist; in fact, I am convinced that it was a dream, literally, of Manet's *chef d'oeuvre*, for the differences and distortions are just what a dream does to reality.

Cézanne was a close friend of Zola, but his realism is very different from the writer's; it is a mysterious penetration of the aspect which the world turns towards those content to believe that what the world shows is the world. Cézanne knew better; inside the walls there are deep, echoing mines of another reality altogether, and he worked on those mines by leaping at the coals with an unimaginable strength.

The result can be seen at the Academy, in some 70-odd pictures from the first dozen years of his life as an artist, as remarkable a portrait of young genius bursting its bonds as we can hope to see.

When I was there, there was a living artist - one of the few we have - sketching from *Young Girl at the Piano*. He shook his head in wonder and joy, and murmured: "Once in a lifetime, once in a lifetime". He meant the exhibition, and he was right.

ing that he was trying his wings, come off every time.

Look at the series of palette-knife paintings of Uncle Dominique, in some of them the impasto is so thick that if you peer too closely you can break your nose on it. You can't call this experimenting; it is genius full-fledged, and he started the series no later than 1866, when he was 27. Or look at the three self-portraits, Nos 2, 15 and 63. The first, based on a photograph (included in the excellent catalogue), is of a man burning with mingled doubt and certainty, his eyes hypnotically fixed upon the viewer, his skin sallow, his

mouth set. If you come upon it unawares, you will gasp; but what will you do, having gasped, when you meet the second of the trio, where he is almost invisible in the darkness like a parody of the late Rembrandt?

He was 22 when he painted the first, 26 the second, 33 the third. This last one is in fact the first picture you see as you enter the exhibition, immediately beside the door. He looks furious, and the catalogue-note (the notes are by Sir Lawrence Gowing) is worth quoting:

"The art of Cézanne's twenties was a dream from which he awoke in the furious temper that

he portrayed in this picture - awoke from a nightmare of loneliness and sexual aggression to insist on being reconciled with life. He was awakened not only by the grace of Hortense, the colossal humility of Pissarro and the beneficent faithfulness of truth to sensations; he was awakened by the clear sight of genius, which at the crucial moment does actually know its greatness."

What a good phrase that is, "the beneficent faithfulness of truth to sensations", though the very attentive viewer will not need those words. On the Academy's walls the faithfulness of truth-to-sensations leaps out; the

Commentary • ROBIN OAKLEY

Toronto's TV example

Before Mrs Thatcher went to Canada for last week's economic summit and to canvass an order for British submarines, the Government scrapped plans for special labelling of furs from animals that might have been caught in leg traps - a measure that would seriously have affected the Canadian fur industry.

As part of the lobbying, video recordings of the impassioned debate on the question in the Canadian parliament in Ottawa were sent to Westminster to show MPs and ministers the degree of feeling aroused.

A select committee is now discussing how proceedings in the House of Commons might be televised after the 318-264 vote in favour of experimental transmissions. Those 264, and others with doubts, should go to Toronto, site of the summit, where the Ontario state legislature introduced full-scale television of its proceedings in 1986. I saw it in action last week.

Major concerns at Westminster are that admitting the cameras would lead to a worsening of behaviour and further lessen public respect, that debate would be trivialized and that MPs' working lives would be disrupted by turning the Commons into a TV studio.

On the latter point, I would not wish to work in the Canadian federal parliament in Ottawa, where TV was introduced some years ago. With banks of lights beaming down from the walls the heat and glare do not encourage lengthy periods in the chamber. But the newer equipment used in Toronto (part of it British) virtually removes such problems. Proceedings are monitored by remote-controlled

cameras in unobtrusive recesses and additional chandeliers provide the necessary lighting, bounced off the ceiling. Glare and temperature are therefore no problem; nor has the chamber suffered architecturally.

As for behaviour, the Ontario politicians and those who observe them say that, if anything, it has improved. As for the cameras encouraging extroverts into stunts, Mike Breagh, an opposition Democratic member, says: "For a while members were nervous and they over-compensated. There was a little showmanship - slogans on T-shirts and the like. But they soon discovered that you don't do yourself a service when you make yourself look an ass and nine million people (the provincial TV audience) can see it."

Joseph Cordiano, a government MP, says: "What you see is staged somewhat. There's this other eye on what you're doing. At question time you try to get in phrases which will make a TV clip." But he agrees that rowdiness and exhibitionism have decreased rather than increased.

The Ontario proceedings, "gavel to gavel", are run by the legislature itself, under the supervision of a committee of MPs with clear guidelines. These insist that coverage must be "an accurate, factual and coherent record" of the proceedings. Only the member who is on his feet and has been recognized by the Speaker may be filmed; public interruptions or demonstrations may not deliberately be recorded.

Bill Sommerville, manager of broadcast services, says: "I wouldn't go in on a member causing a ruckus. During in-

cidents the cameras focus on the Speaker, though they will follow an expelled member as he is escorted out of the chamber. If the Speaker ignores a keffiyeh, the cameras do too."

Independent broadcasters can take cameras into the press gallery, though most TV stations take the "clean feed" provided. Sometimes they are primed by groups planning demonstrations, as when the public gallery was filled with white-coated doctors. But that can be risky. "If they overdo it, the Speaker could move to exclude private cameras from the chamber," says Breagh. "They are there only at his pleasure, and if their crews don't behave I don't think they would be there very long."

The effect on political technique and standing is clear. Cordiano, an MP for only three years, argues that TV image is now a major determinant of success in politics. Breagh attributes the success of the Ontario premier, David Peterson, to his TV quality.

"In the House he looks inept and mumbly. On screen he looks calm and logical. He's not yelling or swearing or waving around. He looks like someone who knows what he is doing. Extreme behaviour that made an MP a parliamentary hero in other times makes him look an idiot on television."

Comparisons between Ontario and Britain don't go all the way. The question of abusing parliamentary privilege to accuse individuals before a TV audience apparently does not arise in Toronto but could in Britain. Nor does Britain have the cable TV networks which take the Toronto legislature's

proceedings into millions of homes in the province, or the appetite for current affairs which ensures that 30 per cent of the population see the parliamentary programmes regularly.

But televising parliament, which costs some £1.5 million a year after an initial outlay of around £4 million, has heightened public consciousness of issues, stimulated reactions between MPs and public and enabled local media outlets in far-flung areas to provide more coverage of their MPs' doings.

Westminster MPs might reflect, too, on the extra conveniences. The closed circuit TV system in the legislature runs nine channels. One shows proceedings in the chamber, another covers the main committee room. One channel lists information on meetings and events and one shows press conferences. Another shows two or three times a day a digest of all TV political news items and current affairs programmes.

And while procedure has been little affected (proceedings are explained by captions, not commentators) there has been one important change in the timetable. As Mike Breagh observes: "No one in their right mind would go out to dinner, with a bottle or so of wine, return to the chamber and fall down on the floor."

"If that happened in the past, no one saw it and no damage was done. Now there is a video tape which can be used by all news services."

So now the Ontario parliament's evening sittings have been scrapped. It brings new hope for Westminster wives and commentators alike.

JUNE 27

ON THIS DAY

1861

The bearskin weighs on average 6lb.

THE BEARSKIN CONTROVERSY

TO THE EDITOR OF THE TIMES

Sir, I beg to call attention to the following facts, which I gather from the evidence taken at the inquest lately held on the march between Kingston and Guildford:

Colonel Dalrymple, the officer in command, and Mr. Tesser, the assistant-surgeon of the 2nd Battalion of the Scots Fusilier Guards, concurred in considering the bearskin to be the very best head-dress for the British army, it being a great protection to the head from sunstroke. They stated that if the men pleased they might have worn their forage caps, but that many of them preferred wearing the bearskin on a hot day; the Colonel, for one - who rode, and carried no weight - always preferring it.

On the other hand, James Sinclair, colour-sergeant of the 2nd Battalion, Scots Fusilier Guards, considered the bearskin as "oppressive on a hot day," and said that "if he had to choose between the bearskin and the forage cap he should unquestionably choose the latter." He significantly observed, also, that the officers whose duty it was to march on foot with the men all wore their forage caps.

Colonel Dalrymple remarked to the coroner that in hot countries heavy head-gear was generally worn; and that in the Crimea, while the shako of the Line was worn by the Guards, the bearskin was worn by the Crimea. The evidence given before the Sebastopol Committee enables us to know what the non-commissioned officers and men thought of them there. Sergeant Norton, of the Guards, on that occasion told the committee that the bearskin worn by him and his comrades were "the worst head-dress a soldier could wear," and that before his regiment had proceeded three miles on the march to Balaklava they fell out in numbers, fainting from the weight of their bearskins and the tightness of their uniforms.

that they appreciated them as convenient and agreeable head-gear under a hot sun.

The heavily-laden Guardsmen wearing their bearskins or not, but if they do not wear them, they must carry them somewhere. The officers, on the contrary, need not carry them if they do not wear them; therefore they do not wear them on a march. A bearskin may very possibly protect a man from the rays of the sun. So would a wooden box of sufficient thickness...

It is, undoubtedly, a showy and handsome head-dress, and both officers and men of the Guards are proud of it, as distinctive of their brigade; while the officers and men of the Line dislike the shako, which they justly consider mean and ugly in appearance, as well as inconvenient to wear. The bearskin, too, costs five or six times as much as the shako. As a soldier who destroys his kit is put under stoppages all the last articles are replaced, it is not very difficult to see why more care was taken of the costly bearskins than of the cheaper shakos in the Crimea.

The evidence given before the Sebastopol Committee enables us to know what the non-commissioned officers and men thought of them there. Sergeant Norton, of the Guards, on that occasion told the committee that the bearskin worn by him and his comrades were "the worst head-dress a soldier could wear," and that before his regiment had proceeded three miles on the march to Balaklava they fell out in numbers, fainting from the weight of their bearskins and the tightness of their uniforms.

I think it will be well if the Minister of War will weigh the various facts I have here recapitulated before we lose any more men from the same cause. Your obedient servant,
COMMON SENSE

The Dalai Lama's 52nd birthday, outlining sentiment in his country, extremely conciliatory much so that it is criticism from a ruling in exile. The offering a version of systems for Hong Kong is thus, perhaps, n He hopes that Til governing entity in Peking would retain and would keep a country pending a i This is another way would remain indefi The loudest critic Tibetan Youth Lea have played a part i in recent months. A League, like many continue to hope fo that it is impossib Tibetans to expel t He is thus seekin rejected the terms i so in a way which may be possible. For long periods effectively a sove ignoring their exis question of origi Full Tibetan ind national support. The size and stre any hope that i



1 Pennington Street, London, E1 9XN Telephone: 01-481 4100

HARMONY AT HANOVER

West Germany has had a good presidency of the European Council of Ministers. As today's Hanover summit takes stock of progress towards the completion of the single market in 1992, it can note the completion of a number of difficult harmonization measures, the abolition of road haulage quotas, freedom of capital movements and cross-border mobility for Europe's professions.

All these measures are vital to the creation of a Europe without frontiers and can be attributed firmly to the energy and skill of Bonn's leadership. The Germans have set a good example to the presidencies which follow, especially those of Greece, Spain and France.

The Bonn government, notably Herr Genscher, the Foreign Minister, is making a mistake, however, in pushing so vigorously for a European central bank and a common currency. Monetary union is not strictly part of 1992 as defined by the Single European Act. Some form of increased co-operation in monetary matters is a logical consequence of 1992, but monetary union, if it is ever to come about, can only come after that date.

The central bank governors themselves foresee problems with a central bank of Europe, and the French and the Germans, its most vociferous proponents, do not agree between themselves on its structure or function. Mrs Thatcher is right to resist excess visionary zeal here.

There is always the risk in current British tactics that Britain is again seen by Europeans to be swimming against the tide and to be lacking commitment to Europe. It was not helpful for Mrs Thatcher, last week in the Commons, to dismiss the idea of a central bank of Europe out of hand — on the grounds that such a bank is not feasible until there is a sovereign government of Europe.

Co-ordination between the central banks, leading ultimately to a central institution, does not necessarily require a united European

government as a precondition. It is a logical development of the existing European monetary system. In the unavoidable process of balancing Britain's European and independent interests, it should be possible to resist the proposal without permitting the impression to be held once again that Britain is out of step. Britain has a great deal to contribute in the monetary field, in view of its experience and of the role that the City already plays in Europe's financial affairs. A central bank of Europe and the idea of the ECU replacing pounds, francs and marks is a long way down the line.

The EEC has, on the whole, proceeded by transforming visionary ideas into something more practicable. Britain could give a boost to one such step, increasing co-ordination of EEC monetary policy, by finally committing sterling to the EMS. It will be painfully clear at Hanover how thin are the British arguments against doing so.

German and French ministers know perfectly well that Mr Lawson and Sir Geoffrey Howe both favour membership of the EMS, and that many British businessmen also want sterling in the system so that they can plan their commercial activities in Europe more coherently as 1992 approaches. Mrs Thatcher appears to believe that committing sterling to the EMS would be to concede the principle of national sovereignty.

The independence of the pound is not a realistic symbol of national virility. To join our EEC partners in moves toward a sensible form of monetary union is not a Euro-fantasy, but a pragmatic step — as much a benefit to Britain as to other countries in the Community.

There are times for pushing ahead quickly in the European Community and there are times for quieter reflection. The Hanover summit should provide pauses for thought. But it is an opportunity too to move ahead on an issue which has already been too much thought about for too long.

TO BE A GOVERNOR

When teachers and pupils return to school after the summer holiday they will have to face a new system of management as laid down by the Government's Education Reform Bill. The Government has set great store by the notion of parent power. Currently it is by no means certain that large numbers of the country's parents are interested in exercising that power. It is essential that they should be.

The test of their interest will come with the elections of the new governing bodies who are central to the Government's plans in reforming the schools. The new governors will undertake the detailed running of schools, playing a crucial role in deciding whether the school should opt out of local education authority control. They will be responsible for financial management, the hiring and firing of staff, suspension of pupils and overseeing the curriculum.

The new governing bodies will have fewer members appointed by the local authority and more parent-governors. They will also be required to co-opt members from the local business community, the so-called "industrial governors". Few would argue with the intention to give parents and the local community a greater say in the running of their schools but there are difficulties.

The reforms will be seriously hindered if insufficient people volunteer and if those who do are not properly trained. There is a danger too that apathy among parents and a shortage of suitable industrial governors in small communities could lead to pressure groups packing the boards.

Far from schools being improved and saved from extreme ideas, they could be ever more subject to eccentric whims. And if the schools in the end prove incapable of running themselves, it will be only a matter of time before control is reimposed from the centre.

A major problem will be to find enough suitable governors willing to take on the new role. Having found them, there will be additional difficulties in persuading them to

attend courses or even to recognise the need for them. A recent report from the National Foundation for Educational Research points out that under the reforms about 400,000 school governors will be needed in England and Wales. Only 11,000 received any training last year.

Few of the new governors will know much about the education service or how it operates. Even existing governors are likely to be confused by the large number of changes they have had to contend with since 1986. It would be wrong to assume that all the industrial governors will have the experience necessary to manage a business as idiosyncratic and complex as a school.

The new governors will need more than a passing knowledge of the workings of their school. They will be required to do more than sit on the platform at prize-giving or attend the concerts and sports days.

A parallel may usefully be drawn with lay-magistrates. Until quite recently they were largely untrained. Now all new magistrates have to undertake some initial training before sitting on the bench and are encouraged to continue with training courses throughout their service.

Present training arrangements are patchy. The DES must ensure that there is a uniform and effective system of training and to encourage local authorities to be more aggressive in attracting volunteers.

A start would be to provide more information on the role of governors and their training. Unless more governors are found, the Government's reforms for schools may run into serious trouble before they have a chance to deliver their intended benefits.

It is not enough to simply demand that government, both central and local, solve the problem. Responsible people should volunteer to take on what will become an increasingly important role in deciding the kind of education Britain needs to ensure its future and that of its school children.

HEAR THE DALAI LAMA

The Dalai Lama's statement to European MPs last week, outlining possible terms for a settlement in his country, has been seen as extremely conciliatory towards China; so much so that it has come under strong criticism from a number of radical Tibetans living in exile. The Dalai Lama is, in effect, offering a version of the "one country, two systems" solution, as envisaged by mainland China for Hong Kong after 1997. Suspicion of it is thus, perhaps, not surprising.

He hopes that Tibet could become a "self-governing entity in association with China". Peking would retain control over foreign policy and would keep a military presence in the country pending a regional peace conference. This is another way of saying that its control would remain indefinitely.

The loudest criticism has come from the Tibetan Youth League, which is thought to have played a part in the mass unrest in Lhasa in recent months. Members of the Youth League, like many other Tibetans in exile, continue to hope for total independence.

The Dalai Lama has recognized, however, that it is impossible for some three million Tibetans to expel the Chinese army by force. He is thus seeking the best terms he can get. Although the Chinese appear to have rejected the terms he offered, they have done so in a way which suggests that negotiation may be possible.

For long periods of its history, Tibet was effectively a sovereign state, paying either token tribute to distant Chinese emperors or ignoring their existence altogether. But this question of original sovereignty is academic. Full Tibetan independence has no international support.

The size and strength of China virtually rules out any hope that it might be defeated by force

of arms. China's capacity to continue flooding Tibet with Chinese settlers makes it imperative to regain for the Tibetan people some measure of control over their internal affairs before their culture is swamped and eventually destroyed. This objective needs to be reached without delay.

Even if accepted in principle, the Dalai Lama's proposals would entail long and difficult negotiations before being adopted. One point of contention with any Chinese government, for example, would be his call for those parts of traditional Tibet which are now separate provinces with Tibetan majorities to be returned to an autonomous Tibetan state. It seems likely that the Tibetans will have to offer a great deal more to Peking in terms of central federal authority in order that they might run their local affairs without cutting across what China sees as its national interest.

Peking is clearly interested in keeping up contacts with the Dalai Lama, as is shown by the role of his brother in Peking. In response to the latest proposals, however, the Chinese government has rejected the basic arguments and announced the deployment of a new military police unit in Tibet.

Some believe that the Chinese are waiting for the death of the Dalai Lama in the belief that this will knock the heart out of Tibetan claims to sovereignty and separate identity. If so, Peking has badly misjudged the situation.

As his recent statement has shown, the Dalai Lama is in fact a force for reasonable compromise. On his passing, he might well be succeeded by far more intractable and less patient Tibetan leaders. If China wishes to bring an honourable end to the Tibetan tragedy, which has damaged its own international reputation, it should begin to act now in response to the Dalai Lama's overtures.

Effects of rule changes for VAT

From the Director of Regent's College

Sir, The changes in VAT rules which you reported on June 22 are indeed bad news for charities. There is, however, a way in which the Government can ease the burden for charities which earn income from fees and services provided. I am thinking particularly of schools and colleges.

Educational fees are generally exempt from VAT and so the institutions do not charge output tax. They are then not allowed to offset or recover more than a very small proportion of the input tax which they pay on goods and services purchased. The effect of this is that the Government receives a 15 per cent tax on most of the expenditure costs of these charities.

This could be avoided if such charities' fees and charges were zero-rated, rather than exempt. In the case of zero-rated supplies, the supplier is entitled to offset or recover the full amount of input VAT.

It seems reasonable to argue that, if the Government wishes to encourage more activity by charitable bodies, it should not be taxing their expenditure. Yours faithfully, JOHN KELLY, Director, Regent's College, Inner Circle, Regent's Park, NW1. June 24.

From Mr C. J. Wilmoth Sir, The implications of VAT on commercial buildings will have far wider repercussions than the Government apparently believes.

We are developers of small business parks, and the bulk of our work is the construction of small

offices, laboratories and workshops, under 5,000 sq ft. In virtually every case, these are purchased either personally by the proprietors of the actual business or by their employees' pension fund. Neither of these categories of purchaser can register for VAT.

The imposition of VAT is bound to cause these purchasers to think twice before investing in their own or future pensioners' property, and the effect will be to curtail the expansion of many small firms.

Yours truly, C. J. WILMOTH, Lomas Wilmoth & Co Ltd, Hanborough Business Park, Main Road, Long Hanborough, Oxfordshire.

From Mr C. L. Fox Sir, The "predictable outrage" about VAT in the House of Commons which you mention today ought to extend to the decision of the Customs and Excise to levy the tax on the vicarage of a regional, if not a national, diocese.

I live in a small cottage in a well-wooded garden. At the moment I am facing a bill of £350 for dealing with trees uprooted in last autumn's hurricane. That's my bad luck, which I can accept. But I also have to pay £52.50 VAT in addition, which is like being charged income tax on a non-existent income.

Come to think of it, if we were to be punished for our sins by a few more acts of God we shouldn't have to pay income tax.

Yours, CHARLES FOX, Heberbrook, The Ridges, Finchampstead, Berkshire. June 22.

Thyssen collection

From Sir Denis Mahon, FBA

Sir, I warmly welcome your forthright editorial today (June 25) on "The Thyssen affair". Up to now the field has largely, and regrettably, been left open to the carpers, in the absence of firm facts which an authoritative statement of the Government's attitude would have provided.

However, it would appear certain from what you write that the Prime Minister himself has had the vision to seize a golden opportunity to open serious discussions with Baron Thyssen with a view to a substantial portion of his extraordinary collection of paintings eventually finding a permanent home in the United Kingdom. A national initiative of this kind from a British prime minister is absolutely without precedent and is deserving of the strongest support from all quarters. And it is indeed encouraging that the diplomatic skills of the Prince of Wales, who is a trustee of the National Gallery, have apparently been enlisted to further it.

What seems to be required at this juncture is a concentration on specifics, in the sense of what pictures and what sites are under consideration by the two parties. By all accounts, the Baron's collection is enormous. It includes a considerable number of unquestioned masterpieces and very many works of first-rate quality; to throw doubt on this is not merely unjustified, but unworthy and invidious. What we in this country

have to provide, in order to persuade the Baron to make his decision in our favour, is a prime site which will do justice to a substantial number of his pictures, which in their turn will do honour, as a group, and in a permanent fashion, to the perspicacity, flair — and indeed, passion, as you say — of two generations of dedicated collectors.

I would imagine that either of two sites which have been mooted could influence the Baron powerfully in coming to his decision. One, which is reported in today's Times to have been suggested by Sir Hugh Leggat, is an internal reconstruction of the southern section of Somerset House, balancing the Courtauld galleries in the northern section. The other is the construction of a purpose-built gallery on the present site of the National Portrait Gallery, which is bursting at the seams and has, over many years, been seeking in vain for new, expanded accommodation.

Perhaps the best policy, however, would be to solve both problems in one by rehousing the National Portrait Gallery in Somerset House and constructing a Thyssen Gallery adjacent to the National Gallery, and even with public access between them. That would indeed give really fitting effect to the enlightened vision of the Prime Minister and the generous intentions of Baron Thyssen.

Yours faithfully, DENIS MAHON, 33 Cadogan Square, SW1.

Net Book Agreement

From the Managing Director of Hamish Hamilton Ltd

Sir, I fear that Stuart Binney ("Netting the benefits", June 18) is correct when he criticises publishers for their lack of support for the Net Book Agreement. Perhaps they consider it vaguely ungentlemanly to defend it a second time; perhaps they have already given up the fight; perhaps — dare I say it? — they want it to go.

Ten years ago I considered the Net Book Agreement to be a restrictive practice, certainly not in the public interest. I have totally changed my mind. I am now convinced that it is indeed in the public interest (and that is the real point at issue, not whether it is in the interest of booksellers or of publishers).

Having observed the effect of the extinction of resale price maintenance on books in the United States and in France, I fear that a similar move in this country would merely lead most book-sellers to concentrate on a smaller

number of more obvious books, to the detriment of literature as a whole, but in particular of first novels, short stories, poetry, literary criticism, and all the other genres which make up one of the richest outpourings of books from any country in the world.

Price-cutting may seem, on a superficial level, to be in the public interest. The diminution and possible disappearance of various types of literature, already under threat because of rising prices, falling sales, and most publishing companies' understandable emphasis on profit at all costs, is emphatically not in the public interest.

It is time for publishers to be less coy — in their own interest as well as on behalf of their authors and their readers.

Yours faithfully, CHRISTOPHER SINCLAIR-STEVENS, Managing Director, Hamish Hamilton Ltd, 27 Wrights Lane, W8. June 22.

Televising Commons

From the Chairman of CGA Television

Sir, My company is one of several independents which have applied to televise the proceedings of the House of Commons. We are concerned that some recent public discussion about costs (reports, May 25, June 21; letter, May 28) may complicate, and may in some cases be designed to complicate, the difficult judgment to which the House must come.

There is recurrent confusion between the costs of a six-month experiment and the costs of televising the House on an annual basis. Unless the select committee choose for the experiment a contractor who proves unworthy of a follow-on contract, the costings for the life of the Parliament must be the most important factor in the sounder basis for comparison.

Costs must be of intense concern to the House, the broadcasters and the public. We happen to disagree with those of our rivals who say that Parliament should pay after the experiment; the charge to the public purse must be minimal. At the same time, costs to programme-makers should be as low as possible and no contractor should seek an immodest

profit from the grant of a public monopoly. But cost cannot offer a sound basis for choice between bids.

Any suggestion that one potential contractor is offering better value than another, and there have been several such claims, must be premature. The overall cost will depend not on the choice of contractor but on the select committee's specifications, which are not yet known.

There are few suppliers of the necessary equipment, and the terms on which it can be supplied will be available to any financially-sound contractor. Preliminary cost estimates, as presented to the committee, are likely to vary because they will have been based on different assumptions about the committee's wishes.

This may not help the committee at its meeting on June 27 if it is trying to find the "best buy". It does, however, mean that, in their task of making a choice and a recommendation, they can concentrate on the capacity of the applicants and on their dedication to the interests of Parliament.

Yours faithfully, CHRISTOPHER CASTLEMAN, Chairman, CGA Television, 190 Strand, WC2. June 24.

US concern over academic tenure

From the President, American Association of University Professors

Sir, The American Association of University Professors is deeply concerned by the threatened harm to the academic freedom of our colleagues in the United Kingdom posed by the pending Education Reform Act. An adequate tenure system is crucial to academic freedom, and academic freedom is in turn essential to the establishment and maintenance of great universities and colleges. Without tenure scholars and teachers are ultimately subject to outside control and thus are not free to seek and teach the truth as they understand it.

At a time when we all welcome the increased recognition of individual freedom of expression now evident in the Soviet Union, it is disquieting to find that the Mother of Parliaments should be asked to enact legislation which threatens to curtail the traditional freedom and security which have proven so beneficial to higher education in democratic countries throughout the world.

Like their British counterparts, US academics do not regard tenure as a guarantee of lifetime employment. Instead, tenure is an important safeguard of the integrity of the academic profession, and remains the best protection of the academic freedom so eloquently described by Lord Jenkins's successful amendment of clause 173 of the Education Reform Bill.

The absence in the Bill of clearly defined and detailed procedures designed to safeguard that freedom is disturbing. Our extensive experience shows that an individual's academic freedom can be adequately protected only if the institution proposing the termination of a faculty appointment accepts the burden of justification of its proposal under conditions of academic due process.

Under the US system of tenure, which in significant part was learned from our British colleagues, reputable academic institutions without exception recognize the need for such procedures, including the proper demonstration of financial ex-

gency, extended periods of notice, and intensive redeployment and retraining efforts. They do not inhibit our institutions from responding effectively to changing educational or financial challenges, and provide academics with the security essential for the efficient pursuit of their profession.

Our British colleagues need these safeguards, particularly at a time when their collective morale is severely undermined by inadequate Government funding of the universities and the considerable dislocation imposed by a decade of cuts and academic reorganization.

While the UK may profit from the "brain drain" resulting from the current cavalier attitude to higher education exhibited by the British Government, neither Britain nor the global university community can easily afford the losses this entails.

Sincerely yours, JULIUS G. GETTMAN, President, American Association of University Professors, 1012 14th Street NW, Suite 500, Washington, DC, 20005, United States of America. June 23.

Drain on talent

From Dr A. S. Lewis

Sir, I am a research Fellow of Queens' College, Cambridge. I have recently accepted an assistant professorship in Canada, where my starting salary will be three times the salary of a research Fellow at Queens', and twice that of a new assistant lecturer at Cambridge University.

Three of my former students at Queens' this year ranked extremely highly in part II of the Mathematics Tripos. They have each chosen to begin doctoral studies in the United States.

This is one small statistic in a rising tide. How does the Government of Mrs Thatcher propose to halt the ability of "free market forces" to drain Britain's academic talent?

Yours faithfully, ADRIAN LEWIS, Queens' College, Cambridge.

View from summit

From Professor H. W. Singer

Sir, The communiqué of the Toronto summit (report, June 22) states:

In the 1980s inflation has been brought under control, laying the basis for sustained growth and improved productivity. The result has been the longest period of economic growth in post-war history.

This statement, which proudly points out a favourable contrast between the 1980s and the 1970s, shows an extreme disregard for the quite opposite situation for the majority of mankind living in developing countries. For this majority the decade of the 1980s has brought a sharp deterioration, including also a sharp acceleration of inflation.

The following quotation from the recent report of the UN World Food Council speaks for itself:

Point taken

From Mr Ernest J. Freyhan

Sir, "There is", observed Kenneth Fleet (Business and Finance, June 18), "no important series of economic numbers coming out of Whitehall — and I suspect out of any Government statistics machine anywhere in the world — that is not obscured by errors and omissions, fudged by 'balancing items' often running into billions, and subsequently revised almost beyond recognition."

Why then, building on such a rickety foundation, do economic forecasters still presume to be able to predict the future — with an accuracy to a decimal point —

when quarter, if not half, a percentage point is as much as can reasonably be demanded or delivered, while the rest of us, the media included, faithfully take them at their word?

Perhaps, without going as far as Churchill's dictum of "lies, damn lies and statistics", we should all cultivate a greater degree of scepticism regarding statistics-laden pronouncements and instant judgments, by City analysts and others, which frequently are falsified or contradicted.

Yours sincerely, ERNEST J. FREYHAN, 65 Vincent Court, Bell Lane, NW4.

Classroom poll

From the Chairman of Mori

Sir, Without wishing to enter into the substance of the argument between the National Children's Bureau and the National Union of Teachers as to the validity of the poll undertaken by NOP, I feel I must write to clarify a commonly-held misconception about sampling which Mr Dong McAvoy, of the NUT (June 24), unfortunately compounds.

The statistical reliability of a sample of any population is determined by the size of the sample, irrespective of the size of the population sampled. In other words, it is irrelevant to say, as Mr McAvoy does, that the survey sample of 488 teachers, as a percentage of the teaching force, is a higher percentage than that used for many national opinion polls.

Yours faithfully, ROBERT M. WORCESTER, Chairman and Managing Director, Market and Opinion Research International Limited, 32 Old Queen Street, SW1. June 23.

Pre-school groups

From Mrs Inga C. Miller

Sir, It was interesting to note, in Sarah Driver's helpful compilation of information on universities, that Keele University's section on social life (June 3) mentioned a day nursery run for children of students and staff.

This was started by me in 1962, first in our own home, and two years later in two old wartime huts on the university site, by kind permission of the late Sir George Barnes, then principal. We were promised purpose-built accommodation if the enterprise lasted 10 years, and a site was chosen. I wonder if this has been built.

when quarter, if not half, a percentage point is as much as can reasonably be demanded or delivered, while the rest of us, the media included, faithfully take them at their word?

Perhaps, without going as far as Churchill's dictum of "lies, damn lies and statistics", we should all cultivate a greater degree of scepticism regarding statistics-laden pronouncements and instant judgments, by City analysts and others, which frequently are falsified or contradicted.

Yours sincerely, ERNEST J. FREYHAN, 65 Vincent Court, Bell Lane, NW4.

Questions were asked in the House about the provision of pre-school play groups by the then Sir Tufton Beamish, MP, on behalf of those who formed the play group between the National Children's Bureau and the National Union of Teachers as to the validity of the poll undertaken by NOP. I feel I must write to clarify a commonly-held misconception about sampling which Mr Dong McAvoy, of the NUT (June 24), unfortunately compounds.

Does anyone wonder why women get dissatisfied or why we have such a high divorce rate? If something is to be done to prevent violence, then a statutory right that ensures pre-school play school for all three and four-year-olds is a priority, with the added provision of family centres, for parenthood education and childcare services, to mention but a few relevant needs.

And is Keele the only university with such a provision? Yours sincerely, INGA C. MILLER, 9 Shute Hill, Mawman Smith, Cornwall. June 20.

Watery grave?

From Mr G. F. de C. Sizer

Sir, As a consumer of the product of the Essex Water Company, I read your front-page news in today's Part 2 — that a French water-technology group was poised to take over our local "waterworks" — with great interest.

This latter turned to apprehension when, deeper within your article, I read that the French group also engages in a range of other activities, including funeral services.

Suppose the burial business were to start to drop off...? Yours unashamedly, GEOFF SIZER, 64 St Mary's Road, Benfleet, Essex. June 22.

THE ARTS

TELEVISION

Fighting contests and wars

It is not only in the minds of old soldiers that battles are refought, though it is perhaps surprising that the Second World War continues to have such influence on international footballers, not to say referees.

The healthy competitive attitude of the Dutch team towards the Soviet Union, in Saturday's final of the *European Championship* (BBC1 and ITV), when compared with the undisputed hatred they showed towards West Germany in the semi-final, left everyone in no doubt which country had invaded the Netherlands during the War. (The Romanian referee's penalty decision was worthy of the Russian linesman in the 1966 World Cup final.)

After the final whistle, Chancellor Kohl was not young enough for his blustered beaming to mask fully the irony of a dreaded black man raising a European football cup in a stadium in Munich.

But, if football replays world history, it also influences it. I trust that the Soviet defence will not have done to Mr Gorbachev's reforms what England's did to Mr Wilson's 1970 election chances.

Old battles are certainly being refought in *A Very British Coup* (Channel 4), with replays of classic Labour Party own goals, some originally scored by that famous Gannex-coated midfielder general himself. Though set in the 1990s, the political feel of the series, based on the novel by the MP Chris Mullin, is pre-Thatcher.

The darts-playing left-wing Prime Minister, Harry Perkins (Ray McAnally), of traditional working-class stock and values, with an ability to think on his feet as well as fall over them, and to deadpan himself out of a corner as well as talk himself into one, seems also very pre-Kinnock.

The time becomes even more warped when that great retired Test cricketer Sam Gavaskar pops up playing on the television of Harry's press officer. Such time troubles, however, are easily overcome by Alan Plater's excellent witty script, Mick Jackson's fast, precise direction, and above all McAnally's masterly performance, which only occasionally teases us with the reminders of his portrayal of the imperfect father of *le Carré*'s perfect spy.

Was it a dance? Was it a play? In the end it was perhaps easier to classify Caryl Churchill and Ian Spink's puzzling, compelling, *Fugue* (Channel 4) as an extended video of a rap version of Bach's *Contrapunctus X*.

Andrew Hislop

Trains, notes and planes

Next month the legendary jazzman Gerry Mulligan brings his orchestra to Britain. He shares memories of steam locomotives, Duke Ellington and the birth of the cool with Richard Williams

Somewhat incongruously, the Flying Scotsman was on Gerry Mulligan's mind as he queued at the check-in desk for his flight home after playing at the London launch party for Yves Saint Laurent's new men's cologne, called Jazz.

On the way from the Savoy Hotel to Heathrow Airport, he stopped off near Henley to look at the private railway track and various steam-engine restoration projects currently in progress at the Hon. William McAlpine's place — including the famous London-to-Edinburgh express.

"I wanted to see that," Mulligan said as he watched the airline staff put a tag on his bulky baritone saxophone case, "because the people at the Glasgow Jazz Festival offered me a commission this year, and 'The Flying Scotsman' is what I called the piece I've written. This was a nice opportunity to have a look at the original."

Mulligan, who nowadays maintains homes in Milan and Connecticut and consequently spends a lot of time on jet airliners, seemed happy to talk all day about the age of steam. In particular, he recalled the mighty K4 Pacific locomotives of the Pennsylvania Railroad, hauling the New York-Knox express through Ohio.

"On winter mornings, particularly, when the air was still and clear, you could hear it from miles away. It didn't sound like any other train. It had a different kind of rhythm, very loose-limbed. It seemed to me that it sounded a lot like the rhythm section of Duke Ellington's early band."

Thus were two of Mulligan's favourite topics — railways and Duke Ellington — neatly combined. "Duke loved trains, too,"

he continued. "When we were on tour together we made sure we travelled by train as often as possible. In the Thirties, of course, his band had its own private railway car. In those days, hotel facilities for black people were often limited, of course, and in some places non-existent, so that solved the problem. They'd shunt the car into a siding, hook it up to the electricity, and use it as accommodation."

The days of the Pullman big bands disappeared when Mulligan, who was born in 1927, was still in his teens; but he was affected enough by an early sighting of the Ellington ensemble, in Philadelphia around 1944, to nurse an ambition to lead his own big orchestra.

He achieved it valiantly in the early 1960s, with his widely admired Concert Jazz Band, and is currently celebrating the 10th anniversary of its successor, which he is bringing to Britain for shows next month.

The early-Sixties band, he said, had been abandoned partly through economic pressures, but mainly because he had found himself too busy with administration to get on with composing for it. "All the responsibility of a touring band is very time-consuming."

The current band is designed to work only on an occasional basis, such as this summer's shorter visit.

The new outfit, formed for the Newport Jazz Festival's 25th anniversary celebrations in 1978, began by concentrating on the repertoire of its predecessor. Before long, though, its own character began to emerge. "The first band was a direct outgrowth of the pianist quartet that I'd worked with in the Fifties. But when I



Gerry Mulligan: 'My music was nearer to New Orleans than bebop'

began writing for the new band, the music started to change."

It is not, however, the only large ensemble occupying Mulligan's attention. Collaborations with symphony orchestras in Tel Aviv, Salzburg, Stockholm, London, Philadelphia and elsewhere have been another feature of recent years; now a recording of his "Entente for Baritone Saxophone and Orchestra", with the Houston Symphony, has just been released.

Once upon a time, such cross-idiomatic excursions would have been fraught with dangers. "Nowadays, though, a lot of symphonic players have jazz experience, especially the brass and woodwind," he observed.

"But I don't write jazz figures for them. I try to write in their language. Now the trumpet section at La Scala have asked me to write something for them — a piece for trumpets and timpani,

which is rather an unusual combination."

Unlike some of his contemporaries, Mulligan seems unbowed by the weight of his own history: he is, after all, the common denominator of the two bands — the Miles Davis nonet of 1948 and his own pianoless quartet, which recorded the famous "My Funny Valentine" with Chet Baker in 1953 — responsible for triggering the "cool jazz" fad. He laughs in reluctant agreement at the suggestion that his old fans probably still expect him to turn up on stage in the West Coast uniform of crew cut, T-shirt, chino slacks and penny loafers.

Tradition has always been important to him, though ("Even when the critics were calling me avant-garde, I always thought my music was nearer to New Orleans than to bebop"), and it was no surprise to hear that he had recently taken part in the recreation of the Davis nonet at the New York memorial service for Gil Evans.

There were four of us from the original band — John Lewis, Lee Konitz, Bill Barber and myself. We just missed getting J.J. Johnson, who'd been in town the week before, and Max Roach, who was in Canada. Miles couldn't make it: he'd just had an operation."

They performed arrangements written by Evans for the band in 1948, when he was living on West 55th Street, in a scruffy basement room behind a Chinese laundry where Mulligan also bivouacked and which became the headquarters of a group of adventurous young musicians.

"It was a wonderful time, a special time, and the nonet grew directly out of that experience. At the memorial service, though, Lee Konitz reminded me that it became a very faction-ridden band — a nine-piece band with eight cliques! At the time, I must say, I was so totally focused on the music that I hardly noticed."

Gerry Mulligan is composer in residence at the Glasgow Jazz Festival, appearing with the Strathclyde Youth Jazz Orchestra on July 1, with his own quartet on July 2, and with his big band on July 3. The big band also appears at the Royal Festival Hall, London, on July 15.

ROCK

Better by himself

Aztec Camera
Albert Hall

For reasons best known to himself, Roddy Frame, the young singer, songwriter and guitarist from East Kilbride, continues to pursue his yo-yo-like career under the illusory group banner of Aztec Camera. Yet the players and singers who surrounded him on the Albert Hall stage bore scant relation to the musicians featured on his debut album, *High Land, Hard Rain*, released to immediate acclaim in 1983, nor *Knife* (1984), produced by Mark Knopfler.

Frame, who was still only 21, went to ground, and nothing was heard of him until the release last year of *Love*, the album which provided his biggest hit yet with "Somewhere In My Heart".

His show was the expression of an idiosyncratic musical personality. For the most part it was a succession of intelligently organized pop songs, harbouring a lot of complicated chords and built on the much-belaboured foundations of hand-me-down soul and funk.

But there was an engaging contrast when he played a solo acoustic section that included Dylan's "I Threw It All Away" and a witty version of Van Halen's "Jump".

The performance left little doubt of Frame's abilities as a musician. His voice combined qualities of strength and tenderness, especially in the ballads "Working In A Goldmine" and "How Men Are". While he whipped out one or two surprisingly adept guitar solos, using a bright, chiming jazz-rock tone during "All I Need Is Everything".

But, although the young audience responded with glee, attention tended to slip all too easily away from the bright, shiny surfaces of so many compact, but near-weightless songs. One exception was the drilling crescendo of noise at the end of a speedy "Somewhere In My Heart", which closed the set with an untypical and jarring note of insistence.

David Sinclair

CONCERTS

Strikingly unusual flavour

Kagel Weekend
Queen Elizabeth Hall

On Saturday the Almeida Festival denied its name and its home and migrated to the South Bank, for the first day of a weekend devoted to the music of Mauricio Kagel.

The experience was baffling, amusing and disturbing: an exposition of the work of a man possessed by a nightmare imagination — or is it simply a joke? — who has been willing to explore the depths of his psyche, even apparently experimenting with LSD.

Those depths were realized tellingly in two extended pieces,

Hallelujah of 1967-8, and *Oral Treason*, of 1981-3. In *Hallelujah*, compellingly performed under the direction of Frances Lynch by the music-drama group Vocem, mockery is made of church ceremony.

The language turns into doggerel, and at one point the six singers disport themselves as though partaking of a Roman feast, chattering among themselves like middle-class fishwives.

But the work is also a thorough and fascinating exploration of vocal technique *à la Berio*, a genuinely experimental piece of its own era, which can only end in a primal scream.

In contrast, the raw materials of *Oral Treason* are traditional leg-

ends, folk songs, fairy tales and the like, woven together in a structure made of thirty six different sources and unified by their subject, the Devil and his works.

Three actors, here the excellent Eleanor Bron, Geoffrey Chater and Karl Johnson, relate the tales, to a musical commentary that owes much to Stravinsky and to the nihilism of Orff, as well as to pure theatrical sound effect.

Pierre Audi's production and the Almeida Ensemble's playing under Rupert Dawkins were admirably crisp, but could not save the piece from being simply too long and undifferentiated in flavour.

Stephen Pettitt

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"NOT TO BE MISSED"

Soft is a harder option

RADIO

Radio 3 is committed to science broadcasting. That assurance came from its Controller, John Drummond, at a small gathering to launch its latest scientific series, *Spectrum* (Wednesdays) is here for six weeks and another batch of six is coming later in the year.

In between there will be one-off programmes and a further group of Professor Lewis Wolpert's talks with eminent scientists. Since Wolpert is a first-class broadcaster, and since *Spectrum* is presented by Colin Tudge, who can generate glimmers of understanding even among non-scientists like me and on the most arcane subjects, this branch of broadcasting is plainly in good shape.

Or is it? The difficulty is that all radio's commitment to science is to the "hard" variety, to the one rooted in physics, chemistry and biology.

Up to a point, this is as it should be: hard science affects the lives of each and every one of us. But so do the softer sciences — psychology and psychiatry, anthropology, sociology — and they receive the very minimum of attention.

As one example, although mental breakdown fills more hospital beds than any other condition, *Medicine Now* devotes most of its time to clearly defined organic conditions and the associated medical technology. Or again, we are increasingly perplexed and appalled at our own ghostly behaviour, but how we go to be like this is a subject you will scarcely hear discussed from one year's end to the next.

Why is this? If you talk to broadcasters, they look faintly uneasy and may go on to produce any or all of the following reasons. First, the listeners prefer programmes in which problems lead to answers and the "human" sciences aren't good at this. Second, because the big money is in hard science, the high-flyers gravitate to it and really top-class contributors in the softer fields are hard to come by. Third, you can't blame radio for not succeeding where print journalism has failed: both *New Psychologist* and *Psychology Today* folded after short and unsuccessful lives and now *New Society* has followed them.

Of course there may also be another reason, hidden from us, but which the proverbial visitor from another planet might have little difficulty in deducing: when it comes to understanding human beings, few of us know much and just as few have any real interest in finding out. So what are the broadcasters to do? Take us as we are? Or, in what we are always told are the best traditions of British broadcasting, start blaziating a trail?

Of course, it is said that all this human understanding is properly the stuff of drama, and certainly dramatists do a steady job of telling us how delinquent we are. This could be useful, if it did not so often shade off into a mani-

festation of the sado-masochism entertainment industry.

Accordingly, I am somewhat reluctant to confess how much I am enjoying Trollope's *The Way We Live Now* (Radio 4, Fridays), since it is thick with studies of human iniquity. I have not read the original, but David Spenser's adaptation sounds good: fluent, lucid and well-characterized.

Two of the week's productions have warmed the heart and promoted the belief that things may not be so bad after all. Martyn Read's *Spitfire* (Radio 4, Thursday) was a lovely afternoon play about a girl growing up in remote wartime Berkshire — the war hardly more than the occasional roar of a passing fighter, until one of them comes down in flames. The atmosphere of old rural England and the web of village family relations were both beautifully observed.

Then there was *Oh, Mother Country* (Radio 4, Sunday) with Alex Pascall talking to a group of elderly Liverpool West Indians who came over in 1941 as young skilled technicians to help the war effort. Hardly a trace of scourge had marred their Jamaican accents, and they recalled the war years as a time of remarkable social acceptance.

Only the local protestant church rejected them, and alas others have since picked up the cue, so that prejudice is worse than it was 47 years ago. But still this was a captivating programme, which can be heard again on Wednesday.

David Wade

WORD-WATCHING

Answers from page 24

ALEATORIC

(a) Random, subject to the roll of the dice, from the Latin *alea* a die or game of chance. J. Coeur: "I actus alea est."

(b) The pianist, who acted as drunk as his leader, was doing something stupid and aleatoric.

MISONOMISM

(a) Reactionary hatred of everything

new, from the Greek *misos* hatred + *nomos* law, the opposite of the equally silly *neophilia*.

DYSORACE

(c) To disorder or put the body in a bad state, from the Greek *dys* disorder, and *orace* from the Greek *orace*, bad etymology with "crash".

PRÉ-A-PORTER

(b) Fashion jargon for off-the-peg, from the French "prêt à porter" or "ready to wear" in your L27's carrier-bag.

Premium Bonds

● The number of the winning bond in last week's £100,000 Premium Bond draw, announced on Saturday, is 15CZ 859247: the holder lives in Torquay. The £50,000 prize winner was 3WS 042361 (winner in West Yorkshire). The £25,000 winner is 9BS 687498 (Bolton).

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MONDAY PAGE

Lessons that could be a lifesaver

The violent death of Mrs Marie Wilks alongside the M50 has focused attention on the plight of women who become exposed in similar circumstances. Heather Kirby reports on ways to respond in such fearful situations

It is hard to imagine a more vulnerable victim than Mrs Marie Wilks: seven months pregnant, tired after a day out and with two children in the back of her broken-down car. What is most frightening about this scenario on the M50 in Gloucestershire is that the circumstances in which Mrs Wilks found herself are all too familiar.

In Plymouth recently, a woman was forced off the road at eight o'clock in the evening by a man who leaped through the open window and slashed her face with a razor. In Reading, a bogus policeman persuaded a woman to stop and then snatched her handbag from the front passenger seat.

The fear of crime on the roads is creeping into our daily lives just as the possibility of being raped or mugged now restricts a woman's choice about whether to go out in the evening. For those women who have no choice, perhaps because of their jobs, but to work and walk home in dark streets, preventive action is becoming a necessity.

Mike Reed, a driving instructor since he was 19, now runs a company in Cookham Dean, Berkshire, teaching anti-hijack driving skills to the chauffeurs of people who fear that they may be targets for terrorists or kidnappers, such as politicians, company chairmen and millionaires. When he did his own survey among women clients, he discovered that 65 per cent had had bad experiences when driving. Because of that he has now devised what he calls a "ladies' mobile security course", which costs £39.95 and begins next month.

He says: "There is no magic formula. You can never have complete security or safety. But there are a number of things a woman in a car can do to protect herself. People talk about women being weaker, but the attacker has his weaknesses, too. So women should adopt the mentality of a chess player. Even when he makes a strong, threatening, opening move, she still has some countermeasures to employ which can take the initiative away from him."

Some of the lessons Reed intends putting across during his four-hour lecture, culled from his experience in countries such as Mexico and South Africa as well as Britain, come under the heading of "Controlled Paranoia". He says: "If you see a man sitting in his

car and he turns right out of the car park at the same time as you, that could be perfectly innocent. If he is still behind you a mile down the road, you should start to be suspicious. If you were driving towards open countryside, don't. Instead, go to a police station or appear to read his registration number into your car phone - it doesn't have to be a real one, the threat is enough to warn him off."

One strategy to beware of which has been used by sex attackers is when a man drives up alongside a woman at traffic lights and tells her there is something wrong with her back light, bumper or whatever, and offers to fix it. Reed's advice is to say either that you live nearby or that your garage is just around the corner, and you will get it fixed there. There is no excuse then for him to follow you, and if he does you should take the avoiding action he suggested earlier.

"A man stopped one of my clients exactly like that. He told her to pull into a car park because he had a bag of tools and could mend it for her. He lay on his back under the car and asked her to lift the bumper up. It was only when she realized he was looking up her skirt that it dawned on her what was happening. Luckily for her, another car came into the car park and he grabbed his tools and ran. But the outcome of that encounter might have been very different."

It is better to be safe than sorry, so essential precautions are never put off a service until tomorrow, always top up the petrol tank instead of letting it get low, and where possible limp in a breaking-down car to an emergency phone rather than walk there.

It is also important to be constantly alert and aware of signs or body language that ring warning bells. If a man keeps driving alongside and staring at you, Reed insists it is important to understand that what he is doing is already verging on the illegal. You should take control of the situation by flashing your headlights and blasting the horn to make everyone look in your direction and so increase his stress level.

Also, keep much further away from the kerb than you would normally drive, and if you are in traffic make sure you can see the tyres of the car in front. "You want to avoid a trap situation or your car hitting the kerb and getting out of control. There are two things you have to maintain -



Terror: Mike Reed and his secretary Katie Rourke act out a situation in which a woman should know how to protect herself

The opportunist criminal is patient. He can afford to wait until he spots an easy target

Mike Reed



mobility and space." In a country lane you should keep this going for as long as possible because the attacker has no way of knowing if there is someone coming round the next bend.

A woman should break out of this kind of situation rather than be tempted to try and accelerate out of trouble because that would be like throwing down the gauntlet, offering a potential attacker a challenge that would give him the bit between his teeth.

If he rams the front of your car, remember that he has to take off his seatbelt, switch off his engine, put his handbrake on, open his door, and run to your car.

During that time you should put your car into gear and reverse at 15 mph so that even if he has a wrench and wants to break the window, he has to do it running alongside you. If for some reason you can only reverse so far, go forward again and try to accelerate round his car. But if you can't manage that, you can go backwards and forwards indefinitely. If you run over his toes, that is his problem; the important thing is to avoid hands-on contact, because once that happens you are lost.

On the course, Reed plans to fire a replica gun - outside the lecture hall window because it makes an even louder noise than the real thing - to test how women react. "If they are frightened out of their wits, I will have proved the point that they can be immobilized by their own fear before anything has actually happened to them."

Another technique Reed intends to

pass on to women worried about their safety is called "target hardening". "That means she keeps the price of attacking her as high as she possibly can. If she has a man with her, the attacker will obviously look for someone else. In America, women buy a blow-up model to put in the passenger seat because, especially at night, it acts as a deterrent. If she has a couple of Dobermanns, she will be a harder target to hit and even a family Labrador will put off an attacker because he won't want that hassle."

"On a motorway, if she stays in her car he will not be able to see her clearly or know whether she is tall, short, fat or thin. He will also not be able to see whether the other people in the car are children or adults. By walking alone on foot to an emergency telephone on a quiet motorway, a woman allows the target price to come down. The opportunist criminal is patient. He can afford to wait until he spots an easy target."

For information on Mike Reed's security course, contact Driving Management (06285 21244).

CAR SAFETY MEASURES

What type of protection are modern cars offering for a woman driver stationary at the traffic lights, in a deserted road, facing a villain wielding a hammer? Short of a fully armoured and bullet-proof car there is no vehicle that guarantees protection, but some features available, and others on the drawing board, could help.

Central locking has obvious advantages where speed is of the essence - all the doors can be locked instantly from inside the car simply by pushing down the lock on the driver's door. Similarly, electric windows close much faster than manual ones.

But closed windows may create a false sense of security; the number of thefts from cars is testament to how easily windows can be broken. Windcreens on most cars are laminated; a thin layer of plastic between two sheets of glass is almost impregnable even when the glass is broken. In December the Home Office will unveil a car with "smash-proof" laminated glass fitted to the doors and rear screen.

Attackers might be deterred if all the car lights began to flash and a siren wailed - yet no car alarm has an interior panic button despite their widespread use in homes. It would be simple to have a panic switch fitted when an alarm is installed.

Ford researchers have developed a system which makes it unnecessary to leave a car in an emergency: an electronic message display is fitted to the boot and can be used to call the police or recovery service.

American women consider car phones, which eliminate the need to leave a car and provide a means of alerting the police, at least as important for security as for convenience. Within two years a luxury American Ford car will have "privacy glass". Inside the glass is a liquid-crystal display film which can be switched electronically from being tinted to a silver-grey mirror appearance. In the mirror state motorists and passers-by would be unable to see into the car although the occupant could see out.

European tyre manufacturers are developing "run flat" tyres that will allow the car to be driven at speed even when punctured.

Money-no-object security features would impress even James Bond. One system gives an electric shock to anybody touching the car. Cars such as Mrs Thatcher's Daimler have extra-thick bullet-proof glass, armour-plated doors, roof and floor, an explosion-proof fuel tank and tyres that will survive gun shots.

Daniel Ward

Motor Industry Correspondent

If it moves you, frame it . . .

How an award-winning franchise company uncovered a surprising market in preserving memorable moments

If you had a brick thrown through your window, your first reaction might not be to have it framed. Nor might you, upon finding a letter from your husband's mistress in his pocket, consider it suitable material for display. Nevertheless both these are among the objects d'art that are being framed by questioning Fast Frame franchisees around Britain.

A skeleton, a fox's head, a plaster cast, a wedding dress (size 12), a tarantula (dead), a packet of scmolina and innumerable packs of cigarettes from ex-smokers have also been framed, in a style which America calls "shadow box", and carried happily home, to

take pride of place on a wall, if not on top of the piano. At Fast Frame's shop in Grimsby, Helen Lee, a cosmetics consultant, had the iced top of her 21st birthday cake framed for £20, and was so delighted with the results she is now having her wedding bouquet preserved under glass as well. Judy Woods, who runs a shoe shop, wanted a child's dress from Austria framed to remind her of one her daughter Sarah, now 18, wore when she was little. It cost £25, and she is now thinking of having a Victorian boot done to keep in the shop.

Small wonder this comparatively new, northern-based franchise operation came neck-and-neck with Tie Rack to become joint winner of the

British Franchise Association's inaugural "Franchise of the Year Award".

No doubt Maggie Hewison and her "life and business partner" Ian Johnson, who set up the company, will frame the award (which they are to receive at a reception in the House of Commons on Thursday) with flair.

They started out just four years ago - he a printer, she with the experience of having run a photograph business with her ex-husband, Johnson, 43, had spent a few days helping out in a friend's art gallery, and was appalled at the archaic method of picture framing still in use. So he scoured the world for equipment that would shorten the



Memory frame: a child's dress preserved forever behind glass

time and streamline the method: a special glass cutter from the United States, a pneumatic underpinner from Sweden and a British mount machine have been used in a system designed to forge an international instant frame revolution.

Hewison and Johnson are

"Body Shop, Tie Rack and Sock Shop are all company-owned in the United States, just as we were when we ran our pilot operation."

They have six children between them: two boys, three girls, one theirs, and live with the youngest, two-year-old Rioja (yes, named after the wine) in a converted stable block on the Northumbrian coast, but are about to move inland to a farm. "Working together hasn't affected our relationship," Hewison says happily. "If anything, it's made it better."

Most of the franchises are run by couples. "With an additional picture framer," says Hewison. "But a few are run by single people with two framers - it takes three."

There are currently over 60 shops, and Fast Frame is opening a new one virtually every three weeks. Johnson sees the market saturating somewhere around 170. Franchisees cost £34,000, and candidates must have at least £15,000 of that in cash. Fast Frame will arrange financing for the rest from the bank, finds their premises, negotiates their lease and provides

everything necessary to create the desired corporate identity - down to the dustpans and teacups.

They do all their design, layout and printing themselves - which has saved inestimable amounts - and train franchisees personally on courses at their Sunderland headquarters. The company takes between 20 and 25 per cent of the average annual turnover (between £85,000 and £95,000) a shop can expect.

The search for property is the hardest part of their work. Hewison and Johnson agree, and they can't choose where they want to open a new branch - they have to wait until a potential franchisee comes to them. The reason there isn't yet one in central London, they believe, is because no one in their right mind wants to commute into the city if they can open a shop near their home in suburban Twickenham.

The frames are not inexpensive: they start at about £8 for a tiny picture and can go up to £90 or £100 - or more for special items. The skeleton which they "framed" for the

Edinburgh University Medical School took rather longer than their normal guaranteed framing time of 10 to 15 minutes and cost about £150.

Fast Frame say they will undertake to attempt anything a customer demands. "If you say you want a red velvet frame, we'll make you one - even if we have to run out to the fabric shop to find the velvet," Hewison promises. "We'll cover frames with your own fabric, mount pictures with your wallpaper as backing, source original prints for you and even come out to your home, free of charge, to offer advice."

The shops themselves offer little indication of these special services, unless customers ask. But Hewison says: "We have special weeks when we promote the framing of unusual things. The Americans have really caught on to that quickly, although the British are a bit more conservative. If you say someone's had a plaster cast done, they'll just say, 'how interesting', whereas the Americans will say, 'Hey, I wonder if you could do mine - with a shoe attached!'"

Victoria McKee

Spouse support

PENNY PERRICK

you, free of charge, how to be a non-supportive wife, a far less strenuous role.

Rule One: Never accompany your husband to official functions. The cast of characters at these occasions consists of a large number of men in mid-night-blue mohair dinner jackets and shirts adorned with broderie anglaise ruffles.

When the band begins to play, they will leap to their feet yelling: "Cha cha mamba". Your husband will lose face as he sees you recoil in horror at these proceedings and you will begin to have doubts about his judgement.

What is the man you love doing in such company, anyway? Much better to stay at home with an improving book and let him go it alone. Then you can both pretend that he has spent the evening discussing metonymies and synecdoches with an amusing group of deconstructuralists.

Rule Two: Never ask him about his work. Nobody's

perfect and from time to time he could make a mistake. If you force him to tell you about it, you will begin to see ways in which he could have acted more prudently.

Then you will start to imagine what you would have done to have avoided the mess he has got himself into.

Then you will come to the conclusion that you are a lot smarter than he is.

Then you will sulk. Rule Three: Never get involved with his colleagues. It is a tough world out there and the man who is company chairman today may be a non-person tomorrow.

I speak as one who, after years of misery, has found what she wants, which are happy involvements with men whose jobs are so complicated that there is no point in trying to take an interest.

A man I am particularly fond of talks of his job in terms of sets of initials: "The DGH", "Sub-division Y". It involves a lot of simultaneous translations, air travel and circulated documents written in gobbledygook. I go into a peaceful trance as he begins to talk, snapping out of it when the conversation turns to something really interesting such as whether I am going to have the mousses aux deux chocolats or the guava sorbet for pudding.

If only I had been First Lady, poor Donald Regan might still be working, uninterfered with, in the White House.

Hysterically unfunny

Doctors will tonight argue on TV whether ME, or yuppie flu, is a disease at all

Yuppie flu, Royal Free Disease, post-viral fatigue syndrome or even myalgic encephalomyelitis - call it what you will, the "in" disease of the 1980s remains either a potentially crippling illness or a crank manifestation of mass, and mostly female, hysteria.

As the argument rages, doctors from opposing camps will tonight pit expertise, experience and prejudice in a BBC documentary which looks destined only to fuel the controversy over ME.

Even before the programme has been screened, producer Kathryn Everett says, the issue has generated more concern than any other health issue the Horizon team has tackled.

The disease is believed to affect 100,000 people in the UK, causing overriding muscular fatigue, digestive problems, difficulties with balance, sight and hearing, loss of memory and concentration, and in some cases inexplicable and persistent pain.

The Dean of Westminster, who features in tonight's programme, and the yachtswoman Clare Francis are among more notable sufferers. Until quite recently women between the ages of 20 and 40 seemed particularly prone, according to Peter Blackman, director of the

9,000 strong ME Association. Now there has been a narrowing of the imbalance between men and women.

Everett's interest in the subject was aroused when a friend, diagnosed as having the disease, asked her if she knew anything about it.

"My friend had originally been told she had multiple sclerosis by a particularly unhelpful doctor in Australia, although all the tests for MS had proved negative."

The disease has its roots in what some still maintain was an outbreak of mass hysteria among almost 300 doctors, nurses and ancillary workers (mostly women) at the Royal Free Hospital in London in 1955. Other doctors have since linked the disease to the presence of antibodies to entero-viruses, a large group which includes the polio bug.

Dr Colin McEvedy, consultant psychiatrist at St Bernard's Hospital, London, and one of the psychiatrists who

wrote a paper in 1970 suggesting that the Royal Free outbreak was mass hysteria, remains sceptical. The disease has been repackaged and represented since those early days, he says, and "given a name a bit like MS, making it sound like a real disease."

"Now the arguments in favour have got a lot shakier. They are collecting cases from all over the place which are often self-diagnosed. There is still no evidence that the condition exists."

Blackman, who talked to Everett about her programme but has not yet seen it, says his association is aware of people "jumping on the bandwagon" but that "any patient who feels ill is entitled to sympathetic treatment from their doctors, for psychosomatic illnesses as much as organic. Many illnesses do not have a treatment, cure or even a test but nevertheless there is much that can be done."

This is the very heart of the issue, says Kathryn Everett. "Doctors set themselves up as able to tell us what is wrong. They are quite unable to cope when they can't. As one of the women in the film says, you have to find your own answers."

Judith Gregg

Horizon: Believe ME is on BBC2 at 8.10pm tonight

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TELEVISION AND RADIO

Compiled by Peter Dear and Roland White

BBC1

- 6.00 Cee-fax AM.
6.35 Edgar Kennedy in *Bro-a-Dac* (b/w). 6.55 Weather.
7.00 Breakfast Time with John Stapleton and Kirsty Wark. Includes national and international news at 7.00, 7.30, 8.00 and 8.30; weather at 7.25, 7.55 and 8.25; regional news and travel reports at 7.27, 7.57 and 8.27. 6.55 Regional news and weather. News and weather followed by *Dallas*. JR and Bobby are a little premature when they think they have Cliff Barnes down and out (r). (Cee-fax) 9.50 *Mind New You Go*. Accident prevention series (r).
10.00 News and weather followed by *Children Talking*. In 1989 Gerald Harrison talks to young people about emotions (r). 10.15 Cartoons.
10.25 Children's BBC. Simon Parkin with programme news and birthday greetings followed by *Play School* (r) and *Paddington* (r). 10.55 Five to Eleven. Rudolph Walker with a reading.
11.00 News and weather followed by *Wild Flower*. In this first of a series Michael Jordan investigates fact and folklore about poppies (r). 11.15 *Media Smith's One is Fun!* The first of six programmes of menus for one (r). 11.30 *On the House* (r). News and weather followed by *The Animals Roadshow*. Desmond Morris and Sarah Kennedy meet Blackpool-based animals (r). (Cee-fax) 12.05 *Cartoon Double Bill*. 12.55 Regional news and weather.
1.00 One O'Clock News with Michael Buerk. Weather. 1.30 *Neighbours*. Daphne and Des are reconciled after a near tragedy.
1.50 *Wimbledon 88*. Harry Carpenter introduces live coverage of Centre and Number One courts action on the seventh day of the championships.

BBC2

- 6.55 Open University: Maths - Networks and Matrices. Ends at 7.20.
9.00 Cee-fax 1.20 Hockey (r). 1.35 Cee-fax.
2.00 News and weather followed by *Home on Sunday*. In this first of a new series Cliff Michelmore visits Lionel Jeffries in Scarborough (r). (Cee-fax)
2.35 *Wimbledon 88* introduced by Harry Carpenter. Action from the Centre and Number One courts. Includes news and weather at 3.00 and 3.50.
8.10 *Horizon: Believe ME*. A documentary examining a newly-defined condition known by several names - myalgic encephalomyelitis (ME), post viral fatigue syndrome, or "yuppie flu". With the aid of three sufferers and opinions from Britain's top medical experts on the subject the programme examines why ME has had such a bad press and why some victims receive a raw deal from their GPs. The story of the condition begins in 1955 when an epidemic of ME struck down

- 220 nurses and other staff at London's Royal Free Hospital. At the time it was thought to be due to an unknown infection but by 1970 an article in an influential medical magazine put it down as no more than an outbreak of hysteria among susceptible females. One of the paper's authors, Dr Colin McEvedy, and the consultant physician at the Royal Free in the 1950s, Dr Melvin Ramsay, now an expert on the condition, expound their opposing views. (Cee-fax)
9.00 *Flint: Staying Together* (1984) starring Les H. Montgomery and Jill Schoelen. A made-for-television drama about a college drop-out and his fight to keep his younger sisters and brother together after their parents are orphaned. Directed by Jerry Thorpe. (Cee-fax)
10.30 *Newsnight* presented by Peter Snow and Donald MacCormick. 11.15 Weather. 11.20 Interval. 11.30 Open University: Victorian Dissenting Chapels. Ends at 12.00.

ITV/LONDON

- 6.00 TV-am begins with *The Morning Programme* introduced by Richard Keys. 7.00 *Good Morning Britain* with Anne Diamond and Mike Morris. After Nine includes a discussion on coping with life's crises, beginning with the effects of redundancy.
9.25 *Thames News*.
9.30 *Password*. Word association game presented by Gordon Burns. The guests are Lennie Bennett and Diane Common. 10.00 *Santa Barbara*. 10.25 *News*.
10.30 *The Time*. The Pica... Mike Scott chairs a discussion on fear of flying. 11.10 *Let's Pretend* to the tale of *The Very Silly Neighbours*.
11.30 *Doctors and Patients*. Series exploring the caring relationships between doctors and patients (r). 12.00 *Sunday Night*. *Dragon's Tale*. Portraits of different types of lizard. 12.30 *The Sullivan*. Drama serial about an Australian family during the 1940s.
1.00 *News*. 1.20 *Thames News*.
1.30 *Film: Fort Worth* (1951) starring Randolph Scott. A noted gunfighter-limboed in a newspaperman defends his town from the attentions of a ruthless cattle baron. Directed by John Ford. 1.55 *Young Krystina*.
3.00 *Currents*. Monthly review of religious current affairs in the London area. 3.25 *Thames News*.
4.00 *Tickle on the Tum*. Village tales for children. 4.15 *Blue A Day*. Dub (r). 4.50 *Young Krystina*.
4.45 *Dramarama: Room For One More*. The effect on a family of fostering an African teenager. (Oracle) 5.15 *Wales As Is*. Quiz game presented by Geoffrey Wheeler.
5.45 *News*. 6.00 *Thames News*.
6.30 *Reporting London* reports from Riga on the war-time activities of those who found a safe haven in Britain.
7.00 *News Watch*. Julian Potter is in Florida to find out about Jesse White's sanctuary for manatees, or sea-cows as they are sometimes called.
7.30 *Conan O'Brien*. Sandra Stubbs becomes frightened when she learns that her estranged husband has returned. (Oracle)
8.00 *International Athletics*. The Girobank Games from the Mary Peters track, Belfast.
8.30 *World in Action: The Violent World of Nicholas Hoogstraten*. (See Choice)
9.00 *Boon*. Wedding celebrations at the Coaching Inn are disrupted by the bride's five of a kind channel beginning at 9.25am.
10.45 *Aut Wiedersahen*. Pat. Comedy series about a group of comedians working in West Germany. Starring Tim Healy and Jimmy Nail (r).
11.45 *Film: The Other Side of Midnight* (1977) starring Marie-France Pisani, John Beck and Susan Sarandon. Drama about a spurned woman who is determined to bring her now-married lover back. Directed by Charles Jarrot.
12.50 *News*.
1.25 *Battle of the Heavyweights*. The explosive careers of Mike Tyson and Michael Spinks. 1.55 *News*.
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5.00 *ITN World News*. Ends at 6.00.

CHANNEL 4

- 6.30 *The Marketing Mix*. The last programme in the series on how public and social services market themselves. (Oracle)
7.00 *Channel 4 News*.
7.50 *Comment and Weather*.
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Hattersley calls for straight course

Labour leaders try to restore morale

By Philip Webster, Chief Political Correspondent

Mr Roy Hattersley last night began what Labour Party chiefs see as a mammoth task of restoring morale, arguing that the party must pull itself together and "steer a straight course" if it wanted to win the next general election.

Mr Neil Kinnock, Labour's leader, is preparing to turn the political spotlight away from Labour's internal turmoil by launching a series of personal attacks on the Prime Minister and the values she has encouraged in society.

But Mr Kinnock, facing mounting criticism, has chosen a difficult forum to launch his fightback after an unhappy three weeks that has seen the Conservatives take a 12 per cent lead in the polls.

He is to speak on Wednesday at the annual conference of the National Union of Mineworkers, where he cannot be guaranteed a warm reception even though most areas have backed him in the leadership contest with Mr Tony Benn.

Yesterday Mr Arthur Scargill, the miners' president and long-time enemy of Mr Kinnock, endorsed Mr Benn as the "best Labour Party leader" at an eve-of-conference rally.

Meanwhile, Mr John Prescott said that he would win votes in the deputy leadership election against Mr Hattersley from people giving a warning shot to Mr Kinnock.

Mr Hattersley, speaking on ITN, referred to yesterday's Harris poll in *The Observer* showing that the Tory leader over Labour has quadrupled during the dispute over defence. He said it was "only to be expected" after two weeks of turbulence.

He scotched suggestions that Mr John Smith, the shadow Chancellor, who is being mentioned by an

increasing number of Labour MPs as a future leader of the Labour Party, would stand against Mr Kinnock.

Mr Hattersley blamed "perhaps half a dozen people" in the Labour Party for the current difficulties and said: "It is now up to the party to stop that happening by steering a straight course."

"Neil Kinnock will be re-elected leader of the Labour Party and I will be re-elected deputy. As long as we pull ourselves together in the next month or two Neil and I will be prime minister and deputy in perhaps four years' time."

However, senior party figures accept that Mr Kinnock has a huge task ahead to restore Labour's spirits, after a period in which the defence issue has led to public and private criticisms of his style of leadership from both the left and right.

His closest friends believe that the only way forward is to try to turn the situation around by going on the offensive against the Government.

A good performance in the forthcoming Kensington by-election is seen as vital to the

party's recovery. A poor showing is certain to increase the pressure on Mr Kinnock.

In his speech to the miners Mr Kinnock will blame Thatcherite values as being responsible for many of the least attractive features of British society, including violence, greed and crime.

Next Sunday, starting a campaign that will run through the summer, Mr Kinnock will be the main speaker at a party and union rally to mark the fortieth anniversary of the National Health Service.

He will attempt to seize on specific issues where it believes the Government to be vulnerable. A Shadow Cabinet spokesman said yesterday: "We have got to start bashing the Government, rather than bashing ourselves."

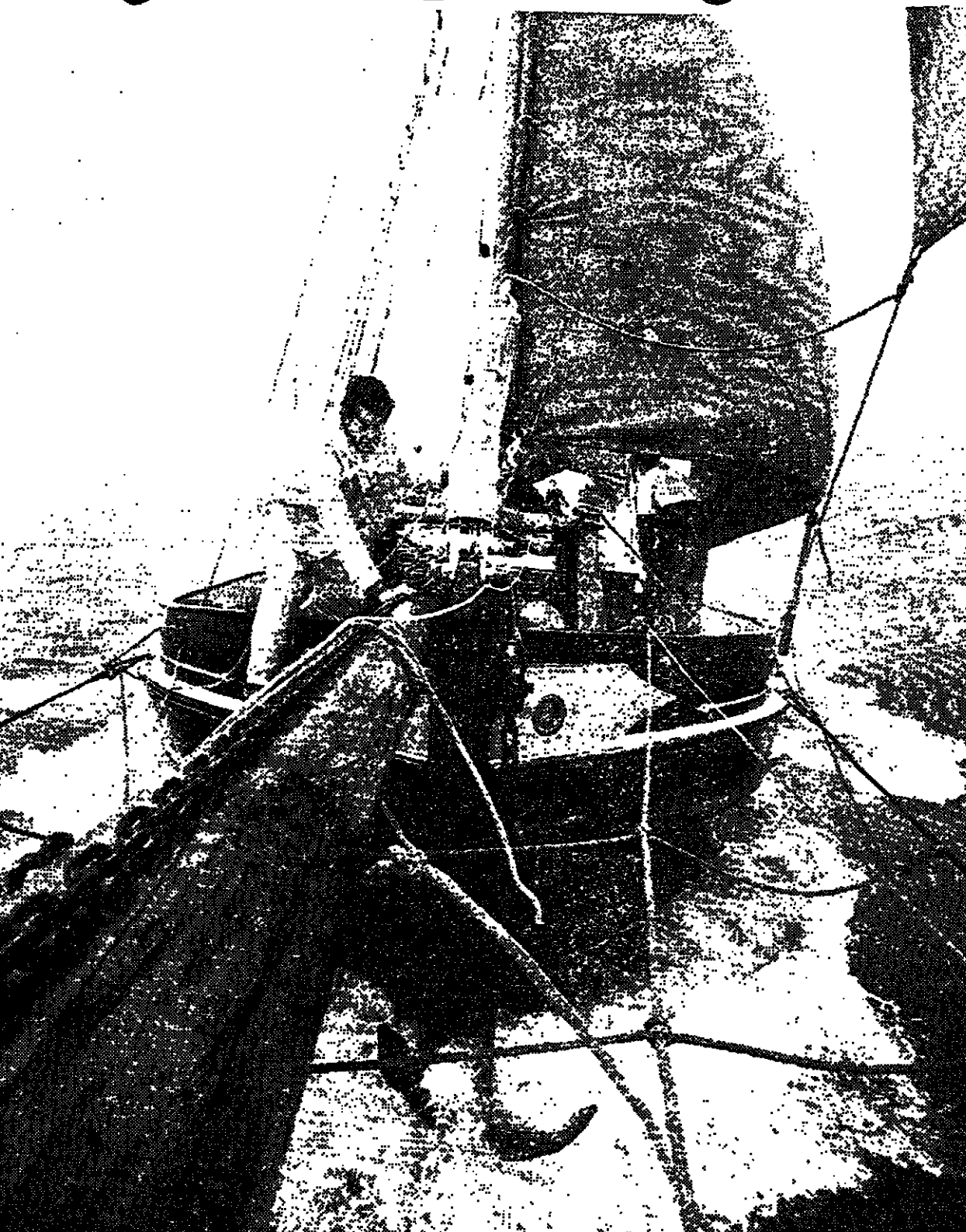
Mr Hattersley and other party sources yesterday dismissed as "hoaxery and bogus" a report saying that four out of 10 Labour MPs did not want Mr Kinnock to lead Labour into the next election. Of 77 MPs interviewed by *The Sunday Times* 37 per cent said he should be replaced.

Party sources said the survey showed that just over one-ninth believed there should be a different leader.

Meanwhile Mr Prescott, whose camp remains confident that he will run Mr Hattersley close, said he accepted some party members would vote for him to strike a blow at Mr Kinnock.

Asked on the BBC if his election as deputy would undermine Mr Kinnock, he replied: "I do not accept that at all. Many are expecting me to win. Many are now whistling in the wind, particularly from the Roy Hattersley camp."

Barges take up challenge at sea



A crewman of the Gladys, a 19th century sailing barge, working on the bowsprit as the boat raced to first place in the Orris Challenge Cup (Bowsprit A Class) over a 31-mile course off the Suffolk coast on Saturday. The race was part of the Pin Mill Sailing Club's 27th annual barge match, which featured 15 renovated boats. (Photograph: Dennis McNeelance)

BA goes to war on air licensing

By Harvey Elliott, Air Correspondent

A bitter dispute between British Airways and the Civil Aviation Authority over how to maintain full competition between Britain's airlines is set to break into the open.

The CAA is to publish tomorrow its views on licensing policy and is certain to argue that its powers to intervene and to give protection to small airlines should be increased.

British Airways, however, wants the opposite and is beginning to build up its now infamous lobbying machine ready for a big political battle aimed at getting rid of the CAA's licensing powers altogether.

Lord King of Wartnaby, chairman of British Airways, fired the first shots last week when he spoke to City investors and analysts in the first of a series of roadshows being held during the next few weeks in cities around the country.

"Why is civil aviation, almost alone among the transport industries of Europe, still treated like a highly dangerous animal that must be confined in a regulatory cage in case it escapes and bites somebody?" he asked.

"We are rightly subject to proper scrutiny of our safety standards and our financial integrity. We are subject to all the restraints of national and international law just like any other business."

"Can we not be trusted to offer a public service without licensing authorities, air service agreements, fares agreements, domestic and foreign governmental approvals, and every other burden that governments have developed over decades of bureaucratic control?"

"In the last resort the cost of this ponderous bureaucracy is included in the price of your ticket because it has to go somewhere," he said.

The CAA, however, will argue that it must remain as "umpire" both to give official protection to existing small airlines who may be swamped by the powerful voice of British Airways to encourage new entrants into the airline market.

Wherever more than one British airline has operated on a route, they say, it has dramatically increased the British share of the total market when compared with foreign rivals.

British Airways is expecting to increase its trans-Atlantic business following the announcement yesterday that it has settled a long-running dispute with an American airline over the use of computer ticket reservation systems. The agreement will give BA flights more prominent display in American travel agents and airline offices.

In return British Airways will allow its rival, American Airlines, to issue its tickets through its own computer reservation system.

Thatcher facing strong pressure to join EMS

Continued from page 1

Thursday in the Commons that a European Bank could only come about when there was a united sovereign government for the whole of Europe. Since this was "not on the cards", there was no point in even studying the idea.

But West German officials said they hoped that Mrs Thatcher would agree to an in-depth EEC study of the European Bank proposal by Central Bank governors from the European capitals.

Bonn hopes that a report by "the wise men" would give impetus to the process of monetary union. The experts also could consider whether it is inevitable that in an integrated market of 320 million people, individual currencies such as the pound, the mark and the franc will give way to a single currency.

Chancellor Kohl told the Bundestag on Friday that

thanks to German determination, internal market directives on harmonization and technical standards had been pushed through more rapidly than could have been hoped. They include directives on the abolition of quotas in road haulage, on the freedom of movement for professional people in the EEC, and - most crucial for monetary union - the liberalization of capital flows across EEC borders by 1990. Experts believe that once this directive comes into force and EEC citizens are free to deposit and borrow money at any bank in the Community, the drive for monetary union will prove unstoppable.

Mrs Thatcher also is expected to clash with M Jacques Delors, the President of the European Commission, over the issue of a voice for the workers in the 1992 programme.

Thatcher is urged to reject provincial Thyssen gallery

By Boris Johnson

A leading art historian has urged Mrs Thatcher to reject schemes to offer the Thyssen collection a home in Glasgow, Birmingham or the London Docklands.

Instead she should make a firm offer of a central London site that would "do honour" to the collection achievements of Baron Hain von Thyssen-Bornemisza and his father, Sir Denis Mahon, a former trustee of the National Gallery, believes.

He says every effort must be made to outbid Spain, which has offered the grandeur of the Villa Real Palace opposite the Prado in Madrid.

The Prime Minister is now understood to be looking at a plan to house the £800 million collection in the National Portrait Gallery in Trafalgar Square. But Sir Denis believes

the gallery to be "quite inappropriate for the collection" in its present state.

In a letter to *The Times* today he proposes that the present National Portrait Gallery building should be demolished and the Thyssen collection housed in a new building on the site.

He says: "It would not be sensible to offer a site in the provinces or the Docklands, because it would receive only a tenth of the visitors."

Sir Denis believes it is essential to Britain's bid to provide a long-term home for the collection, that the Prime Minister make a public declaration of intent to house it "in a spectacular manner".

In an interview yesterday he expressed his dismay at the recent outbursts of those in the art world who object to the

Government's offer of £100 million to house the collection.

He said: "I have become very alarmed that because the Government has not made a public statement the field has been left open to carpers and grippers."

Under both his proposal and the one which the Prime Minister is now thought to be considering, the National Portrait Gallery collection would be moved to the south wing of Somerset House, overlooking the river.

The building, with an eighteenth century facade is reckoned one of the most beautiful in London.

By 1990 the paintings of the Courtauld Institute and Seilern Collections are to be hung in the "Fine Rooms" of the north wing on the Strand.

Rebels blamed for loss of Soviet jets in Kabul

Continued from page 1

war and the North West Frontier Province to force Islamabad to discontinue supplying arms to the Mujahideen.

The bombings came after growing tension between Kabul and Islamabad over what President Najibullah of Afghanistan and Mr Mikhail Gorbachev claim are consistent and flagrant violations of the Geneva Peace Accords by Pakistan.

After two small explosions at Mujahideen offices in Peshawar on Friday, a huge bomb, detonated in the early hours of Saturday morning, destroyed the four-storey Prince Hotel in the old bazaar. At least 14 people - mostly Afghan refugees - were killed, with a further five unaccounted for.

The bombing is considered particularly significant because it is the first large-scale

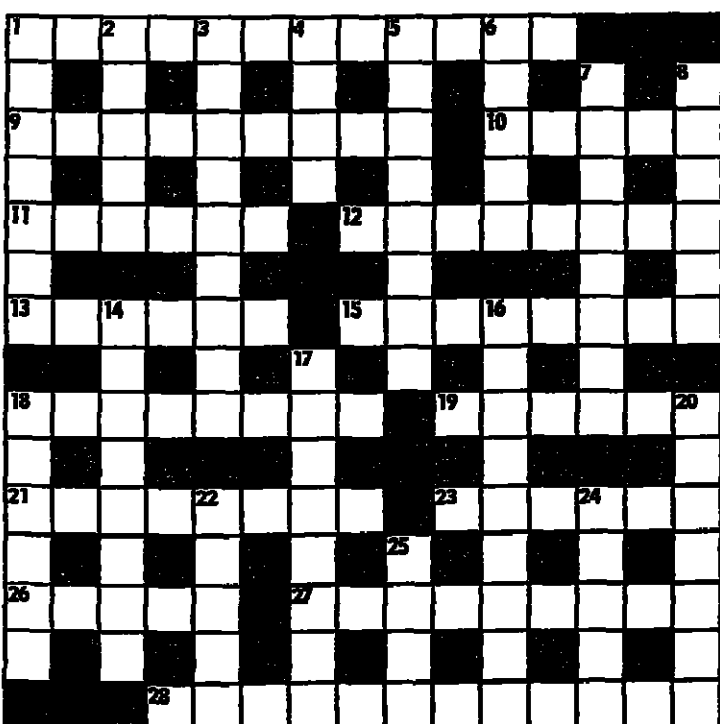
attack since the signing of the Geneva Accords in early April and, most observers believe, could herald the start of a new and bloody campaign against Pakistan by a Kabul regime facing defeat once Soviet troops have left.

A Western diplomat said he was convinced Kabul had organized the attack. "Obviously Moscow knows about this campaign," he added.

Meanwhile the destruction of the eight Soviet Su-25 fighter aircraft is a significant blow to the Russians. The Su-25 is equivalent in Western terms to the Hawk aircraft and cost about £3 million each.

Since the Afghan rebels acquired Stinger anti-aircraft missiles from the US, the Russians have dramatically reduced the number of helicopter flights because of their vulnerability to the American weapon.

THE TIMES CROSSWORD PUZZLE NO 17,706



ACROSS

- 1 Far away, not appearing to have been troubled (6-6).
- 9 Speculator taken in by senior experienced person (3,6).
- 10 Retreating waters reveal vessel (5).
- 11 Pacific empire Nicholas absorbed (6).
- 12 Kind of construction manual prepared (3).
- 13 Kind of licence needed for ace pilot's aerobatics (8).
- 18 Easing of tension is noted - a new development (8).
- 19 A race tip? Get along with you! (6).
- 21 Breaking foot, totters a bit (8).
- 23 Appointment with a girl (6).
- 26 Former student about to crack up (5).
- 27 What drives Greek character back into battle (9).
- 28 Rise about noon in river is beyond human experience (12).

DOWN

- 1 Silver on first appearance for old competitor (7).
- 2 Plant needing Southern border (5).
- 3 Biscuit designed, they say, to follow state diet (9).
- 4 Holy men reconstructing image out east (4).
- 5 His relations may tell tales (8).
- 6 Old money in notes smoothed the way (5).
- 7 Brave revolutionary tracking territorial detachment under command (8).
- 8 Ask for a little money on ring (6).
- 14 Revised plans for radical water transport (8).
- 16 Advocates getting in money to build large food store (3,4).
- 17 Ararat perhaps for man out in storm (8).
- 18 Bear - with a sore head possibly? (6).
- 20 Police search operation is granted broadcast (4,3).
- 22 A second's start would give obvious pleasure to this runner (5).
- 24 Triumph obvious in Lawrence years (5).
- 25 Books in charge of auditors (4).

WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

By Philip Howard

- ALEATORIC**
a. Aiding digestion
b. Random
c. Sub-tropical desert
- MISONOMISM**
a. Hatred of the new
b. Father's ascription to sun
c. A style of porcelain glass
- DVSCRASE**
a. Shame or dishonour
b. A selective herbicide
c. To dismember the body
- PRÉ-À-PORTER**
a. A monastery gatekeeper
b. Off-the-peg
c. Packed for a journey

Answers on page 20, column 3

The solution of Saturday's Prize Puzzle No 17,705 will appear next Saturday

WEATHER

Northern and eastern Scotland and most of north-east England will be cloudy with mainly light rain. Eastern coastal districts will stay mainly cloudy. A little sunshine elsewhere, with the best in western England and Wales. Slight risk of a shower during the day, especially in southern districts, but more prolonged rain will reach south-east England and East Anglia later in the afternoon and evening. Some of this could be heavy, perhaps with thunder. Outlook: cloudy with rain or drizzle at times.

ABROAD

	C	F		C	F
Algeria	26	79	Luxemburg	16	61
Austria	20	68	Madrid	22	72
Belgium	20	68	Moscow	26	79
Denmark	24	75	Norwich	25	77
France	24	75	Paris	25	77
Germany	24	75	Prague	25	77
Greece	24	75	Rome	25	77
Ireland	24	75	Stuttgart	25	77
Italy	24	75	Vienna	25	77
Japan	24	75	Zurich	25	77
Netherlands	24	75			
Portugal	24	75			
Spain	24	75			
Sweden	24	75			
Switzerland	24	75			
Turkey	24	75			
USA	24	75			
W. Germany	24	75			

AROUND BRITAIN

	Sun	Rain	Max	Min
London	11.5	2.0	24	15
Edinburgh	11.5	2.0	24	15
Belfast	11.5	2.0	24	15
Cardiff	11.5	2.0	24	15
Exeter	11.5	2.0	24	15
Gloucester	11.5	2.0	24	15
Leeds	11.5	2.0	24	15
Liverpool	11.5	2.0	24	15
Manchester	11.5	2.0	24	15
Newcastle	11.5	2.0	24	15
Nottingham	11.5	2.0	24	15
Oxford	11.5	2.0	24	15
Sheffield	11.5	2.0	24	15
Sunderland	11.5	2.0	24	15
Torquay	11.5	2.0	24	15
Wolverhampton	11.5	2.0	24	15
Wrexham	11.5	2.0	24	15

HIGH TIDES

	AM	HT	PM	HT
London Bridge	11.5	11.1	11.5	11.1
Alford	11.5	11.1	11.5	11.1
Almeida	11.5	11.1	11.5	11.1
Belfast	11.5	11.1	11.5	11.1
Cardiff	11.5	11.1	11.5	11.1
Exeter	11.5	11.1	11.5	11.1
Gloucester	11.5	11.1	11.5	11.1
Leeds	11.5	11.1	11.5	11.1
Liverpool	11.5	11.1	11.5	11.1
Manchester	11.5	11.1	11.5	11.1
Newcastle	11.5	11.1	11.5	11.1
Nottingham	11.5	11.1	11.5	11.1
Oxford	11.5	11.1	11.5	11.1
Sheffield	11.5	11.1	11.5	11.1
Sunderland	11.5	11.1	11.5	11.1
Torquay	11.5	11.1	11.5	11.1
Wolverhampton	11.5	11.1	11.5	11.1
Wrexham	11.5	11.1	11.5	11.1

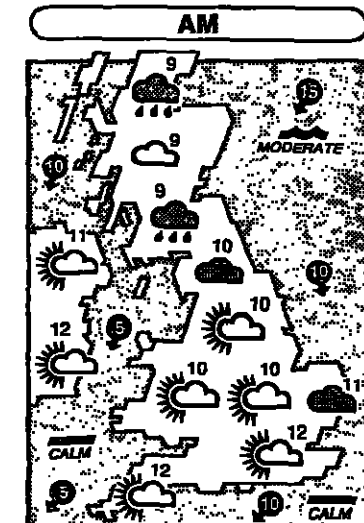
THE POUND

	Bank	Bank
Australia \$	2.207	2.207
Canada \$	1.215	1.215
Denmark Kr	16.46	16.46
France Fr	6.55	6.55
Germany DM	3.375	3.375
Greece Dr	200	200
Italy Lira	2036	2036
Japan Yen	160	160
Netherlands Gld	2.36	2.36
Norway Kr	11.74	11.74
Portugal Esc	200.48	200.48
Spain Ptas	166.64	166.64
Sweden Kr	10.36	10.36
Switzerland Fr	2.05	2.05
USA \$	1.62	1.62
Yugoslavia Dnr	4200	4200

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques.

Retail Price Index: 106.2 (May)

London: The FT Index closed down 1.8 at 1499.5.



HIGHEST & LOWEST

Saturday: Highest day temp: Leeds, West Yorkshire, 27C (81F); lowest day temp: But of Lewis, Hebrides, 12C (54F). Highest rainfall: Dublin, Highland and Cape Wrath, Highland, 0.4in; highest sunshine: Isles of Scilly, 15hr.

TOWER BRIDGE

Tower Bridge will be lifted at the following times today: 12.30pm and 10.45pm

LIGHTING-UP TIME

London 9.52 pm to 4.16 am
Bristol 10.01 pm to 4.26 am
Edinburgh 10.52 pm to 3.56 am
Manchester 10.12 pm to 4.12 am
Penzance 10.06 pm to 4.45 am

YESTERDAY

Temperatures at midday yesterday: c, cloud; f, fair; r, rain; s, sun.

NOON TODAY

Lowest temperature: 10.0C (50F) at 10.01 pm to 4.26 am

Information supplied by London Weather Centre

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MONDAY JUNE 27 1988

CHANGE ON WEEK

FT 30 Share	US dollar
1494.9 (+22.3)	1.7265 (-0.0560)
FT-SE 100	W German mark
1871.3 (+21.2)	3.1327 (+0.0080)
USM (Datastream)	Trade-weighted
161.25 (+2.80)	75.8 (-0.4)

Executive Editor
David BrewertonDiscount
by Saudis
points to
oil at \$13By David Young
Energy Correspondent

Traders expect that the world oil price will continue to fall this week and one analyst is predicting that in the short term it could go as low as \$13 a barrel compared with the Organization of Petroleum Exporting Countries' target price of \$18.

This view may be reinforced by reports over the weekend that Saudi Arabia has increased its discounts on crude sold under term contract to the former Aramco partners - Exxon, Chevron, Mobil and Texaco - by 30 cents to \$1.80 below the Brent price.

This implies a price for Saudi crude of \$13.40 a barrel, compared with the official price for this crude of \$17.52.

The Saudis have justified this move by their need to maintain competitiveness with other Gulf producers.

A fall on such a scale could provoke calls from certain members of Opec for a meeting to reset quotas and bring into the open a dispute between two of the cartel's most moderate members, Kuwait and Venezuela. They are in disagreement over what precisely constitutes oil.

Venezuela is arguing that the ultra-light crude oil it produces is a natural gas liquid (NGL) and should not be regarded as part of its Opec oil output quota.

Kuwait has threatened to retaliate by increasing its output of NGL and has said that the subject should not be on present Opec agendas.

However, in an unprecedented step, Señor Arturo Grisanti, the Venezuelan oil minister, has issued a communiqué disclosing the details of an Opec meeting in which he states that Venezuela's submission on the classification of crude and NGL was accepted by eight out of the 13 Opec nations.

"The declarations reported to have come from the Minister of Petroleum of Kuwait may be interpreted as a form of pressure that Venezuela is in no way prepared to accept," he said.

Dr Tim Morgan, oil analyst at WI Carr, the broker, said: "The natural gas liquids issue currently constitutes a potential major component of serious disagreement between members of Opec over what does or does not constitute oil as defined for quotas."

He predicts that the short-term fall in demand, and the drawing from stocks by most of the leading oil companies will depress demand for Opec oil for the remainder of this year to around \$13.

"We do not anticipate an Opec response which can stem a price fall to \$13, because such a response would involve a production curb which would be convincingly dramatic, allocated equitably, adhered to, and introduced rapidly," he added.

TI's £7m sale

TI has sold its specialist cylinder business, TI Chesterfield, to United Engineering Steels for £7 million, including £3 million of loan repayments. Chesterfield is the leading European producer of high-pressure steel gas cylinders, with a turnover of £26 million.

Full listing

Local London, the business centre group, is moving from the USM to a full listing today. The move is expected to increase the marketability of the shares and further enhance the profile of the company.

THE TIMES
STOCK
WATCH
0898 141 141

● Stockwatch gives instant access to more than 10,000 share, unit trust and bond prices. The information you need is on these telephone numbers.
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● Calls charged at 5p for 8 secs peak and 12 secs off-peak, incl VAT.

Dealers ready
for fourth
base rate rise

By David Smith, Economics Correspondent

The Bank of England is set to allow a further rise in base rates if market reaction is adverse to today's May trade figures.

Expectations are for a visible trade deficit of about £1 billion and a current account deficit of around £600 million.

The pound fell and money market rates rose at the end of last week in anticipation of figures in this range.

Money market rates closed on Friday at a level consistent with an immediate half-point rise in base rates from the present 9 per cent level.

Dealers said the Bank would try to retain the initiative by raising rates quickly in the face of poor trade data, and will not wish to allow the money markets to run ahead to the extent where a full-point rise in base rates is indicated.

Mr Robert Thomas and Mr Simon Briscoe at Greenwell-Montagu, in an assessment of monetary policy released today, predict that the Bank of England will continue to operate in half-point base rate

moves - of which there have been three in as many weeks - rather than attempt to shock the market by tightening policy in larger doses.

"The chances of any major tightening of policy in the short term cannot be very high," they say. "Indeed, last week's monetary data were more reassuring, hinting at a slowdown in the economy. In these circumstances, the authorities are likely to continue their recent policy of no more than a modest tightening of monetary policy."

But Mr Neil MacKinnon, economist at the Nomura Research Institute in London, says: "The authorities are unlikely to turn a blind eye to evidence from recent statistics that inflationary pressures are building up in the economy."

With inflation heading towards 5 per cent over the summer, he says, the Bank may engineer a full-point base rate rise.

City economists are expect-

ing today's trade figures to contain a downward revision to the monthly estimate of the surplus on invisible trade to £400 million, from £600 million last month, in line with the first quarter balance of payments data.

Should this be the case, the cumulative current account deficit for the first five months of the year would top £4 billion - the Treasury's Budget-time forecast for the deficit for the full year.

Dealers said a May current account deficit of £400 million or less, compared with £525 million in April, is needed to avoid a base rate increase this week.

Other figures out today could also influence the debate on overhauling and inflation. Personal income and expenditure data for the first quarter will contain an estimate for the savings ratio, which dropped to a 28-year low in the second half of last year.

Economic View, page 27

High dollar puts pressure on Baker

From Bailey Morris, Washington

Mr James Baker, the US Treasury Secretary, has come under pressure to explain the dramatic rise of the dollar after the Group of Seven economic summit in Toronto.

Markets have tested what they consider to be the high end of targets set for the dollar by the G7 nations in December but there have been no signs of concerted central bank intervention.

The assumption among market analysts and on Capitol Hill, where congressional critics remained concerned by

the huge US trade deficit, was that the G7 nations were willing to tolerate a further rise in the dollar.

An aide to Senator Robert Byrd, the majority leader, noted that although officials have done nothing to confirm these assumptions they have also done nothing to discourage them.

Mr Baker, responding to the dollar's rise last week to a seven-month high, would only say the G7 nations "were very pleased with the exchange rate stability we have seen since

the December communiqué."

Remarks by Herr Gerhard Stoltenberg, the West German finance minister, that the dollar's climb was "not a cause for concern," triggered the surge in buying after the summit.

Analysts said that based on recent trading they would look for central bank intervention at around DM1.80 and Y130. This was considered the top end of targets

IDS reports more pay
awards running at 7%

By Roland Rudd

More pay settlements in the first half of 1988 are running at 7 per cent, with some packages giving more than 10 per cent, according to an independent report published yesterday.

The report, by the Incomes Data Services, shows a significant increase in the level of many settlements, which are running at levels of a half to one percentage point above the comparable 1987 level.

The first half of 1988 has seen:
● Increased pressure on companies by employees who wish to share in the benefits of improved profitability and productivity, from Ford workers to Lancashire textile workers;
● Companies responding to

increased pressures on recruitment and retention, caused by continuing rapid economic growth and a shortage of suitably qualified or experienced staff.

These increasing pressures are reflected in the findings of the June CBI employment affairs report. This notes that "the need to recruit and retain continues to be by far the most significant pressure" on the upward movement of pay settlements.

Substantial additional payments to employees in the form of merit, bonus, location and profit-sharing payments - not shown in the latest pay chart.

The upward trend in pay settlements is confirmed by the CBI's pay data bank survey.

This shows that settlements in the private services sector have been on a continuously rising trend since the second half of 1986 and that, save for a blip in the fourth quarter of 1987, so have settlements in manufacturing.

The report also shows that earnings in the finance sector are continuing to boom, with average increases of 10 per cent a year since 1985.

The past three years have also seen a sustained growth in the number of employees in the finance sector.

Between December 1984 and December 1987, total employment grew from 2 million to 2.4 million, an 18 per cent increase.

IDS report 523, 193 St John Street, London EC1F 4LS.

'Japan may gain most from 1992'

By Our Economics Correspondent

Industry in Britain and the other EEC countries could lose out to Japan with the 1992 completion of the internal market in Europe, says a report out today.

The report, by the Henley Centre and entitled *The United Markets of Europe*, also calls into question the view that the single market will require a spate of pre-1992 mergers, to create large, Europe-wide companies.

The bringing down of in-

ternal trade barriers will not change the fact that fundamental economic factors such as profitability, spending on research and development, and investment are crucial to competitiveness and market share, the report says.

The Japanese drive in world markets during the 1980s has been based on these factors, and Japanese industry will be helped by the ability to sell the same product in different EEC countries.

The report says: "Europe has lagged behind Japan and to a lesser extent the US on these criteria and there is nothing inherent in the 1992 proposals to change that position."

"There is a real danger that it will be Japanese companies who have the most to gain. For Britain, the report gives a warning that the completion of the internal market is likely to exacerbate the North-South divide."

'New watchdog would not have passed Clowes'

Gibraltar makes laws rock-solid

From Dominique Searle, Gibraltar

Barlow Clowes International would never have survived the scrutiny of the Securities and Investment Association (SIA) had this been in operation, according to Mr Christopher Samuelson. He is a founder member of this new watchdog being set up with the blessing of the Gibraltar Government, still shaken by the collapse of BCI.

Mr Joe Bossano, the Chief Minister, has said he intends to make sure that the SIA, designed as a self-regulatory body for all finance companies, works well. Apart from employing supervisors, he wants to approve personally the rules and regulations put forward by the founder members. These include American Life Insurance, James Capel and Valmet Investment Management, headed by Mr Samuelson.

Mr Bossano is emphasizing the importance of a clause which will require all members to carry professional indemnity insurance cover. Any financial company will have to be licensed by the SIA.

Mr Samuelson said he was very confident that self-regulation would work, although he described a system more flexible than similar operations in Britain. For him the main regulations will be the requirement of a real presence of the company on the Rock; a minimum share capital requirement of £10,000; annual fees of £1,000; a requirement that the company also act according to the law of any country in which client agreements are made; and the right of the SIA to scrutinize all advertisements, brochures and application forms.

One particular clause, believes Mr Samuelson, would have prevented BCI from operating on the Rock. He says BCI's client agreement would never have been allowed to be as open as it was, and he does not think BCI would have survived the spot checks on accounts which are planned.

Mr Samuelson said BCI would have had to explain how it could offer interest which exceeded the yield from gilts.

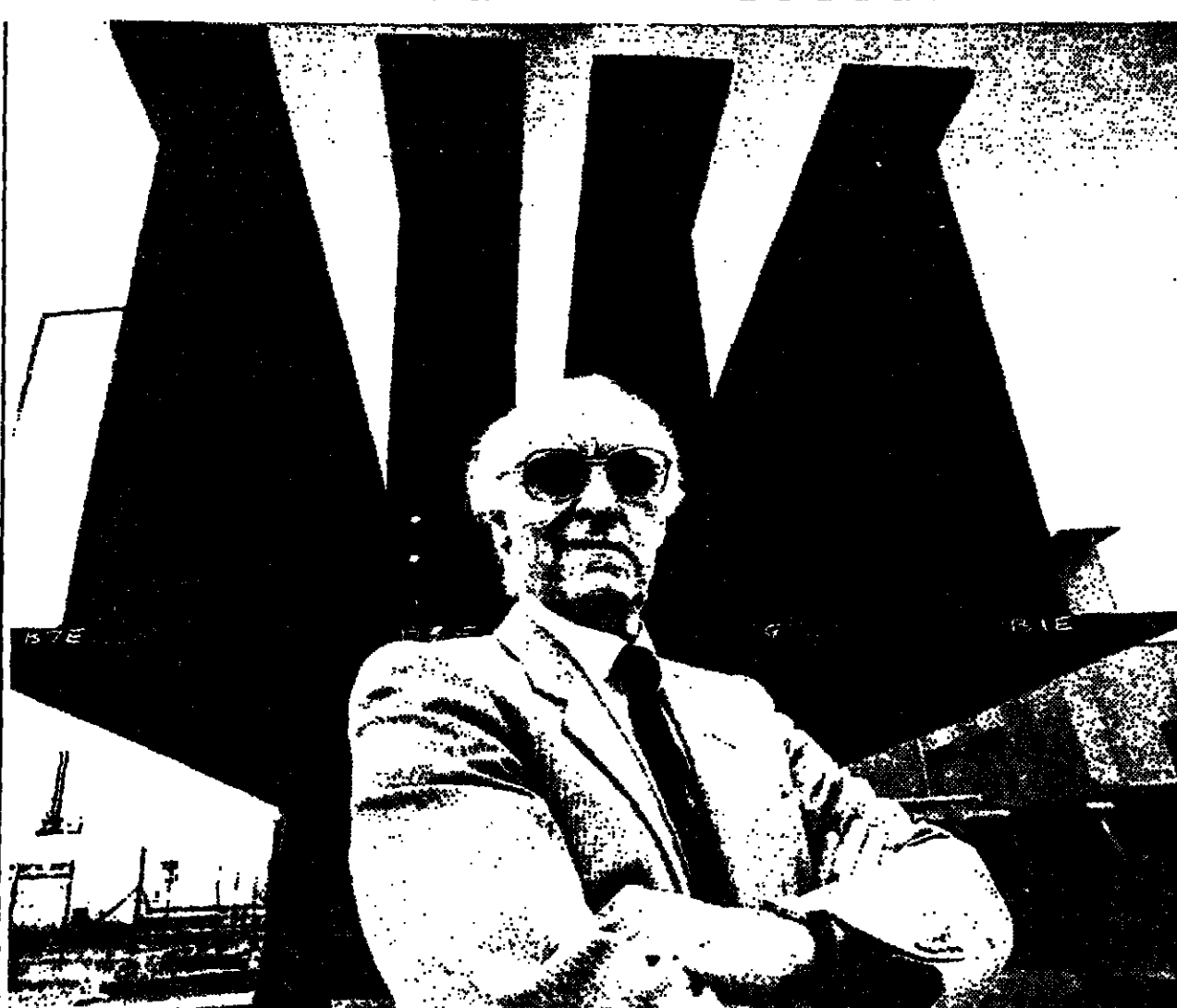
Certainly most leading companies are

keen on the new body - particularly since Mr Bossano has promised that if this fails he will introduce legislation that would make sure companies behave.

Rules proposed by the SIA include: all money received from clients for investment should be kept in separate accounts that are distinct from the member's own assets; auditors will be approved by the SIA; all details of shareholders, staff and representatives to be provided to the SIA; where SIA members receive commissions they must disclose these to clients.

A member of the government will sit on the executive committee. It is clear now that many small, "unknown" companies dealing in investment will disappear.

Meanwhile, it emerged yesterday that Ernst & Whinney, the accountant and joint liquidator to BCI, reached the luxury yacht *Boukaphalas* with a warrant on Tuesday evening only moments before another creditor. A local ship's chandler is owed about £10,000.



Ready to cross the bridge when it comes: Ernest Blower, Cleveland's managing director, bidding for Bosphorus contract

Waiting for £100m Turkish delight

By Derek Harris, Industrial Editor

A third Bosphorus bridge, a £100 million-plus contract on which Turkish intentions are still unclear, would form "a nice backbone" for the workload at Cleveland Bridge, the Trafalgar House group subsidiary, which is Britain's biggest bridge-maker.

So says Mr Ernest Blower, Cleveland's managing director. The company is bidding for the contract in alliance with Enka, the Turkish construction company. There are other bids, one of them markedly lower, but the British Government has put

heavy pressure on the Turks to favour Cleveland.

"So far there is no sign of a decision," Mr Blower said. "but I believe you should never be afraid to lose. You learn something every day and market intelligence is the vital thing." The Turkish contract would, of course, be highly prized by Cleveland, which built the first Bosphorus Bridge but lost the contract for the second to the Japanese.

If the bridge order were landed, it would, at peak production, take up 40 per cent of the expanding facilities at Cleveland's Darlington works - which Mr Blower describes

as the most modern in Europe. It is on a greenfield site and was opened at the end of 1981. Cleveland Bridge's history and expertise in bridge-building goes back to 1877.

There are other contracts. Cleveland provides materials for the Sizewell B nuclear power station, and is working towards a share of the next nuclear building programme.

After securing a £30 million contract - against tough international competition - for London's Canary Wharf tower block, involving the supply of 26,000 tonnes of structural steel, Cleveland has also

picked up orders worth a further £24 million. They include three in London: steelwork for a 10-storey office building at St Martin's-le-Grand, near St Paul's Cathedral, a £5 million redevelopment contract at Victoria station and an upgrading of the Docklands Light Railway.

Cleveland is also to supply 4,800 tonnes of boiler support steelwork for Yue Yang power station in China.

Mr Blower said: "The objective at Cleveland is to wind the place up from an annual capacity of 30,000 tonnes to 50,000 tonnes."

Inflation is
forecast to
reach 5%By Our Economics
Correspondent

The London Business School, in its latest economic forecast, predicts higher growth and inflation but expects the Chancellor of the Exchequer to press on with his aim of cutting the basic rate of income tax to 20p in the pound.

This will be achieved, on LBS projections, by the 1991 Budget, just before the next general election.

The forecast, published today in its four-monthly *Economic Outlook*, is for 3.4 per cent growth in the economy this year, following last year's 4.8 per cent expansion. Growth is expected to slow to 2.4 per cent next year, before picking up to 3 per cent in 1990 and 1991.

The growth profile for the economy is similar to what the LBS was predicting immediately before the crash.

Inflation is predicted to rise from the present 4.2 per cent to about 5 per cent early next year, before subsiding to between 4 per cent and 4.5 per cent for the remainder of the forecast period.

The LBS is gloomy on the prospects for Britain's trade balance but relatively optimistic on the current account. The deficit on visible trade is forecast to widen from less than £10 billion last year to more than £18 billion in 1991.

Analysts believe Cadbury
cannot stay independent

By Carol Ferguson

Uncertainty about the future of Cadbury Schweppes continued to mount over the weekend as Jacobs Suchard, the Swiss chocolate maker, pocketed its £200 million profit from the disposal of its Rowntree shares to its rival, Nestlé.

An 18.4 per cent share stake held by General Cinema, the US cinema and drinks bottling combine, is regarded as putting Cadbury "in play," and analysts do not expect Cadbury to be able to continue as an independent company for long.

Mr Robert Brand, food analyst at BZW, the stockbroker, said: "Cadbury won't be around in its present form in a year, or even six months." But he added that, in view of the strong rise in the Cadbury share price recently, any

potential bidder might be happy to let the game die down before making a move.

The shares have risen 90p in the last five weeks alone, and closed on Friday at 419p. They were as low as 231p earlier this year when Suchard started building its 29.9 per cent stake.

However, analysts believe that given their respective market capitalizations, Suchard could not afford to mount a hostile bid for Cadbury. The current share price values the group at £2.5 billion, not much less than the £2.55 billion Nestlé paid for Rowntree.

Analysts are unsure as to whether Suchard has gathered any Cadbury shares, although they assume that the volume of turnover is evidence of stakebuilding by a third party.

In the absence of an agreed bid from Suchard, the most likely bidder remains General Cinema. The market has been sceptical that General Cinema wants more than to realize its profit on its shares by selling on to another bidder. However, Cadbury's bottling business would fit in with its own.

General Cinema is a listed company, but the voting shares are controlled by the Mr Richard Smith, the president, and his family, who have been known for leveraged acquisitions.

Other possible bidders include Coca Cola whose strategy has switched in the last 18 months in favour of gaining control of its bottlers. Grand Metropolitan has also been mentioned as a bidder, although some regard Cadbury as too big a mouthful for it.

Notice of Redemption

Sunkist Overseas Finance, N.V.

10% Guaranteed Notes Due 1990

*Cusip No. 867365 AA

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of July 15, 1983 between Sunkist Growers, Inc. (the "Company") and Citibank, N.A., (the "Fiscal Agent"), under which the above described Notes were issued, \$8,000,000 aggregate principal amount of said Notes will be redeemed through the operation of the mandatory and optional Sinking Fund provisions on July 15, 1988 (the "Redemption Date") at the redemption amount thereof together with accrued interest to the date of redemption.

COUPON NOTES (PREFIX M) OF \$1,000 PRINCIPAL AMOUNT

Notes to be redeemed are noted below:

All Notes with serial numbers ending with a 0,
All Notes with serial numbers ending with a 1,
All Notes with serial numbers ending with a 2,
All Notes with serial numbers ending with a 4,
All Notes with serial numbers ending with a 5,
All Notes with serial numbers ending with a 6,
All Notes with serial numbers ending with a 7,
All Notes with serial numbers ending with a 9, beginning with M 19 and ending with M 18829

The Notes specified above are to be redeemed at Citibank, N.A., Corporate Trust Services, 111 Wall Street, 5th Floor, New York, New York 10043 and the main offices of Citibank, N.A. in Amsterdam (the Netherlands); Brussels (Belgium); Frankfurt/Main (West Germany); London (England); Luxembourg (Luxembourg); Paris (France); Zurich (Switzerland); or Banque Internationale a Luxembourg (Luxembourg).

On the Redemption Date the Notes shall become due and payable upon presentation and surrender thereof with all interest coupons maturing subsequent to the redemption date. Coupon due July 15, 1988 should be detached and presented in the usual manner.

On and after July 15, 1988 interest shall cease to accrue on the Notes.

SUNKIST OVERSEAS FINANCE, N.V.
By: Citibank, N.A., Trustee

Dated: June 13, 1988

*This CUSIP number has been assigned by Standard & Poor's Corporation and is included solely for the convenience of the holders. Neither Sunkist Overseas Finance, N.V., nor the Trustee shall be responsible for the selection or use of this CUSIP number, nor is any representation made as to its correctness on the 10% Guaranteed Notes, or as indicated in any redemption notice.

NOTICE

Withholding of 20% of gross redemption proceeds of any payment made within the United States may be required by the Interest and Dividend Tax Compliance Act of 1983 unless the Paying Agent has the correct taxpayer identification number (social security or employer identification number) or exemption certificate of the Payee. Please furnish a properly completed Form W-9 or exemption certificate or equivalent when presenting your securities.

Farmers turns its attack on financing of BAT bid

From David Brewerton, Los Angeles

Farmers, the Los Angeles insurance group under threat of takeover by BAT Industries, is turning its attack to the financing of the offer.

Mr Charles Schultz, senior vice-president of Farmers, told *The Times* that finance for the offer is basically a four-year bank loan for \$3.2 billion (£1.8 billion) with a floating interest rate "which is a little bit risky in any case."

"I understand their US subsidiary has factored, that is to say sold, its accounts receivable with recourse, and that is essentially another form of debt," Mr Schultz added. He pointed out that this left BAT still open and liable if the factor is unable to collect the debt.

"So it is a debt driven acquisition, and we are concerned as to what this means for the security of the insurers they would ultimately control."

That leads us into the plans issue where, clearly, paying \$4.5 billion for an organization with a substantial debt finance, they have to have something in mind.

Farmers calculates that BAT's return on its outlay would be 7 per cent and points out that it could generate a higher return by investing in municipal bonds.

BAT has indicated in papers lodged with insurance commissioners that it has no

specific plans to change the Farmers operations, but Farmers is seeking to cast doubt on the statements by pointing out that BAT will have to make changes to make the acquisition pay. Farmers' main plank of defence, however, rests with the nine state insurance authorities which have to approve the deal before a takeover would be allowed.

Mr Jason Katz, Farmers' vice-president and general counsel, is optimistic of winning. He points out that it is often overlooked that BAT has to have its plan approved in all nine states before any takeover can go ahead. So far, only two states - California and Arizona - have ruled, the score is one all and both sides have appealed.

In another line of defence, Farmers says it does not own the property and casualty underwriting operations marketed in the group's name.

Farmers manages three independent mutual insurance operations, and charges a flat royalty on premiums. It does not participate in the profits or losses on underwriting, gener-

ating its own income through the royalty and investment income on retained funds.

Farmers does own the life companies, marketed alongside the property and casualty lines, but in theory, the governors of the three mutual underwriting companies could place the management contract elsewhere.

The relationships between Farmers and its three funds, Farmers Insurance Exchange,

rate from the relationship.

"The agreement which creates this organization, which each policy-holder signs, delegates to the boards of directors, control of investments," he added.

Mr Schultz readily accepts that it would be difficult in practice for the exchanges to take their business away from Farmers, "but in the end I believe it would be possible."

Farmers has the right to charge up to a 20 per cent fee or royalty on premiums, but charges an average 12.6 per cent. A strong growth in premiums, coupled with near obsessive control of costs ("we bought the office desks in 1970 and had them repainted in 1970," said one executive), has produced high earnings growth for the Farmers' shareholders, despite reducing the commission fee.

The shareholders are a different group from the mutual policy-holders and Mr Schultz says it is his board's responsibility to balance the interests of the two parties.

A BAT spokesman in London said the two states that have ruled on the question had both totally accepted the appropriateness and viability of BAT's financing plans. "It would appear that Farmers cannot think of any objections," he added.

UK home appliance exports up

By Our Industrial Staff

British makers of electrical appliances for the home are exporting more and beating off the flood of imports which at one time swamped the domestic market.

Although imports are still running at £945 million a year, exports have climbed to £282 million, and an improved performance by British makers of refrigerators means most of those sold here have now also been made here.

The one area where imports still dominate is dishwashers and microwave cookers, but a leading manufacturer is about to start production in Britain and step up output.

The Association of Manufacturers of Domestic Electrical Appliances reckons British-made dishwashers will soon take 60 per cent of the domestic market and British-made microwave cookers 30 per cent.

Mr Jim Collis, the association's director-general, said that Britain was now poised to take advantage of the unified European market in 1992. "In no market area at all are UK manufacturers losing market share," he said. "In fact they are going great guns."

Mr Collis said British manufacturers were taking a lead in developing a new generation of products, using electronics to improve their performance.

ECONOMIC VIEW

How governments lost an anti-inflation tool

What did the Chancellor discover in Toronto to make him raise interest rates immediately on stepping off the plane home? Was it the influence of the West German delegation, which had spent much of the time carefully tilling the ground for Tuesday's interest rate rise by the Bundesbank? Or perhaps it was that even Mr Lawson realized that the summit communiqué underplayed the dangers of an upturn in world inflation.

The summit was, of course, mainly an exercise in self-congratulation, notably for the fact that the world economy had survived last October's crash so successfully. But it is now clear that everyone read the crash and its effects in the wrong way.

If we think back to last autumn, two views predominated. One was that the crash would have a serious impact on the world economy and produce a US-led downturn. The other was that it was simply a phenomenon of frothy financial markets which would have no discernible real effects.

No one, as far as I am aware, offered the view that the net effect of the crash and the policy response to it would be to give the world economy an inflationary bias. But that is what has happened, and that is what the tightening of monetary policy, both here and in Germany, is all about.

It now appears to be the case that, in using interest rates as a weapon for maintaining financial market confidence, as the major central banks did last autumn and winter, they were depriving themselves of their use as an anti-inflationary tool.

In Britain, we started from the point last autumn where base rates were 10 per cent and, on domestic inflation grounds, needed to go higher. Instead, with the initial market-calming reductions in rates running into the spring cuts to restrain sterling, monetary policy loosened considerably.

An analysis by Robert Thomas and Simon Briscoe at Greenwell-Montagu suggests that the present combination of base rates and the level of the sterling index represents a looser monetary policy mix than in much of March and immediately prior to the stock market crash last October.

Even if base rates rise by another half-point this week, which barring dramatically improved trade figures today looks virtually certain, there is no sense in which monetary policy feels as if it is bearing down on inflation.

The latest forecast from the London Business School, published today, is in most respects highly favourable. It predicts a financial year 1988 to 1989 current account deficits over the next four years and 3 per cent average growth. But the LBS does not believe that any progress will be made in reducing inflation over the lifetime of this Parliament, and that 4 per cent will represent the limit to the Government's achievements in this area.

As Professor Alan Budd points out, in

his farewell economic viewpoint for the LBS before he moves on to Barclays: "That may seem good by the standards of the 1970s, but earlier generations would have been appalled by persistent inflation at that rate."

Professor Budd is a veteran of a previous episode when sterling was held down to maintain industry's competitive position. In 1977, the Labour Government acted aggressively to establish a ceiling for sterling, abandoning this strategy only when, on one of those rare occasions when politicians do change their minds, the then Chancellor, Mr Denis Healey, accepted the LBS argument that capping sterling was inflationary.

The 1977 experience clearly has its parallels in recent events, although Professor Budd is careful not to draw these too precisely and he is generally charitable about British exchange rate policy over the past few months.

But the implication of his analysis is that, if inflation is to be reduced rather than simply held over the next few years, the Government will have to act to prevent the depreciation of sterling which, as now, occurs when currencies fall from favour. And, if the aim of reducing inflation still further is a serious one, an appreciating exchange rate is probably required.

The Chancellor's dilemma is an acute one. A combination of higher interest rates and a higher pound would shift the balance of the economy back in favour of the consumer and away from industry, just at the time a genuine investment revival is occurring. It would also add, in the short-term at least, to the weakness of the current account.

Mr Lawson's successful tenure at Number 11 Downing Street has been characterized by a highly pragmatic approach to policy. But on monetary policy, too much of it has been about responding to, rather than leading, the markets. Last Wednesday's base rate increase, as Treasury officials were happy to point out, merely validated a position already existing in the money markets.

The Treasury and the Bank of England like to keep the markets guessing. Indeed, they take great satisfaction in doing so. But lately this game has been very limited, involving only the choice of day on which rates are changed. Other than that, recent moves in interest rates have been well-anticipated and, for that, rather less effective.

As long as monetary policy continues in this vein, it is hard to see the risks on inflation in Britain being other than on the upside. During his period as Chancellor from the 1983 to the 1987 elections, inflation averaged 4.7 per cent. As things stand at present, it is difficult to see a much better performance than this over the four years to 1991, and it is possible to see something rather worse.

David Smith

Economics Correspondent

Engineers turn up pressure for training tax concessions

By Derek Harris, Industrial Editor

The Engineering Council is renewing its pressure on the Government for tax concessions as an incentive for individual engineers to spend more to improve their training and education.

The move follows a survey from the Department of Education and Science which showed that Britain is almost alone among leading industrialized countries in refusing tax concessions to employees prepared to better themselves. Only in Japan is the tax regime as tough as in Britain.

In contrast, British employers and the self-employed benefit from generous tax

concessions when spending on training and education, said the survey, which had compared the British tax regime with those in France, West Germany, Japan, the US, Belgium, Denmark, The Netherlands and Sweden.

The survey found all the countries were generous to employers and the self-employed. In Britain, both categories are generally allowed to deduct spending on training as a business or income-related expense with little difficulty.

However, the picture for individual employees is very different, it said. With the

exception of Japan, the other countries were "more generous" and a number "significantly more generous."

There may be some support for the campaign from the Confederation of British Industry (CBI), which is studying the report, to formulate its own policy on the questions raised.

The Engineering Employers Federation regards training as primarily employer-related, but agrees that anyone taking a degree in his own time and using his own resources, can find the British tax regime a tough one.

Analysts see room for £60m at THF

TODAY

Trusthouse Forte's figures for the six months to April 30 will, as usual, be overshadowed by the results for the rest of the year, which will show the impact of tourist volumes in the summer months.

None the less, Miss Lindsay Russell, a leisure analyst at Warburg Securities, the broker, is going for pre-tax profits of £56 million in the first half, including £2 million from property deals. The hotels and catering group made £42.8 million last time.

Some forecasts, however, range as high as £60 million. Preliminary indications for tourist business this summer are promising, says Miss Russell. Warburg is looking for a conservative £214 million for the year as a whole, including £6 million from property.

Interims: Duffell, First National Finance Corporation, Robert H Lowe, Trusthouse Forte. Finals: Bridgend Group, Campbell & Armstrong, Ceston Industries, Dowry Group, Mercury Asset Management Group, Sterling Publishing Group, Turnbull Scott Holdings, SG Warburg Group, Wooltons Betterware Group.

TOMORROW

Market interest in S&W Berisford, the much-courted commodities trader, centres more around the possibility of a further bid than what are likely to be unexciting interim figures.

Analysts are generally looking for between £44 million and £46 million for the six months to end-March, little improvement on last time's £32.74 million. Mr Garry Weston's Associated British Foods - the latest company to attempt to buy Berisford -

will be able to renew hostilities in November.

Racal Electronics delayed the announcement of its figures for the year to March 31 by a week to allow it time to prepare details of the float-off of its Vodafone cellular radio subsidiary and these are likely to provide the focus of City interest.

Plans for Vodafone by Sir Ernest Harrison, the man who built up Racal and who now chairs it, have run into opposition in some quarters. It has been seen as a defensive move, aimed at heading off a threatened takeover bid, probably from Cable and Wireless, which last week confirmed a 2.8 per cent stake in the company. Eyebrows have also been raised over the price suggested for the subsidiary, which has ranged as high as £2.5 billion in some quarters.

Analysis will be expecting pre-tax profits for the full year to rise from £100.3 million to upwards of £135 million.

Interims: S&W Berisford, Crest Nicholson, Gardiner Group, Oakwood Group, Finals: Walter Alexander, Anchor International Fund, A Cohen & Co, Delmar Group, Halma, Irish Wire Products, John J Lee, Lister & Co, Millward Brown, Northumbria Fine Foods, Racal Electronics, Scott's Restaurant, Smith New Court, Southend Property Holdings, Stormgard.

WEDNESDAY

Blue Arrow, Mr Tony Berry's fast-growing employment services group, will present its half-year figures. Mr Berry has been uncharacteristically quiet since last year's flop of the £837 million rights issue and the shock departure in January of his company's managing director and chief executive, Mr Christopher

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REPORTING
THIS WEEK

Castleman, the former Hill Samuel chief.

Mr Roger Hardman, an analyst at James Capel, the broker, is forecasting pre-tax profits of £32 million for the six months to April 30, including a first-time contribution of about £20 million from the US Manpower organization, the purchase of which was funded by the rights issue. Blue Arrow made £5.11 million last time.

Analysis is also expecting this summer of the fate of the 9.5 per cent stake that County NatWest, the broker, was left with after the rights, with the betting going on a US placing - the company already has an American Depository Receipt facility on the New York Stock Exchange.

General Electric is set to reveal profits for the year to end-March, although interest will once again almost certainly centre on its huge cash pile.

Market watchers are looking for pre-tax profits somewhere on the right side of £700 million (against £668 million) and cash reserves should stand at about £1.6 billion. The dividend could also be up by as much as 20 per cent. The forecast of pre-tax profits of £215 million for Thorn EMI, the big electrical and television rental group, for the year to end-March from County NatWest, the broker, are in the middle of a £10 million market spread and

compare with £159.5 million last time.

Mr John Sanderson, an analyst at County, expects home electronics again to be the star performer, with good progress likely from the Rumbelows retail chain in Britain and the Rentacentre operation in the US. Meanwhile, there should be an improvement from the music division as management changes take effect.

Thorn is locked in a complicated tussle with Emes Lighting over rival bids for Holophane, the French group. The affair is unlikely to be settled without recourse to the courts, but Thorn is believed to be ahead in the race, with the apparent support of the French financial authorities.

Interims: Blue Arrow, Hardys & Hansons. Finals: Buckley's Brewery, James Crockett, Jovover Tin Mines, General Electric, Gresham House, Nescio Investments, Thorn EMI.

THURSDAY

The TSB Group will provide its usual curtain-raiser to the July interim reporting season from the clearing banks when it reveals figures for the six months to end-April.

The bank is still trying to shake off its dull image in the City but profits this time are unlikely to help. It has muddled the waters by announcing a change in accounting policy for its life assurance business.

This could add £25 million to pre-tax profits, thanks Mr Alexander Laing, an analyst at Morgan Grenfell, and will push them to just ahead of £200 million at the half-way stage. The change will certainly spare Sir John Read, the outgoing chairman, the embarrassment of effectively having to announce lower profits

to his legion of shareholders: last time, the bank made £131.8 million, but this was before September's receipt of another £680 million from shareholders, which would have boosted first-half profits last time by some £50 million.

BPB Industries, the building materials group, could give some hint of the effect on it of the joint venture by Surrey-based Redland and CSR, the Australian group, to import plasterboard into this country.

This decision to attack BPB's virtual monopoly on this £250 million-a-year market hit the share prices of both British companies when it was announced last year. The new venture is aiming at a 30 per cent market share within five years.

BPB is concentrating much of its growth on Europe and the contribution from this market should have an increasing impact in this set of figures. The market is looking for profits growth of upwards of £40 million on last time's £144.7 million.

Interims: Hey & Croft Group, TSB Group. Finals: Avco, The Bangkok Fund, BPB Industries, Chemox International, Courts (Furnishers), Debenham Tewson and Chinnocks Holdings, Marling Industries, MS International, Oglesby and Butler Group, Royal Trust Dollar Income Fund (fourth quarter), Scantronic Holdings, Shanks and McEwan Group, Syltore, Throgmorton Trust, Triplex Lloyd, Walker & Staff Holdings, Warner Holidays, Wiggins Group.

FRIDAY

Interims: Kleinwort, Benson Gift Fund. Finals: Bogod-Pelcaph, Greene, King & Sons.

Martin Waller

Walters bowled Marshall

BP's plans to tie up the final threads of its acquisition of Britoil could, I hear, be thrown into disarray today. BP and its adviser Schroders would do well to have a reception committee ready to receive a summons from Michael Marshall, a retired accountant. He was issued the summons by the Royal Courts of Justice on Thursday - the last day for Britoil shareholders to object to the bid - and has a court date set for July 18. He is drawing up his affidavit, which means BP, whose chairman is Sir Peter Walters, will be unable to continue with its compulsory purchase of all outstanding Britoil shares until after the hearing - and only then if Marshall does not go to appeal. Marshall, a holder of 100 Britoil shares since its original offer for sale, says he is making his stand on principle. "We originally bought shares in Britoil thinking it was going to be a wholly British company. I think it's disgusting that BP should press ahead with its acquisition when the fate of the K10's 21 per cent holding is still the subject of a Monopolies Commission inquiry. I thought someone ought to do something about it and so I did." He will be representing himself in court and is looking for "financial assistance."

Becker way

In Morgan Grenfell's latest *Markets Perspective*, chartist Chris Chaitow bemoans the market tedium. "The joke that

THE TIMES CITY DIARY

No Hyde-ing face

To make himself more eligible, James Hyde - "I'm not married and available," he tells me - shaved off his beard on Friday. Hyde, aged 28, who once worked for Polly Peck and has been a French analyst on the European desk at McCaughey Dyson Capel Care for the past year, took the drastic action after persistent nagging by female colleagues. "They offered me

the UK equivalent of Wall Street's 'triple witching hour' is when Wimbledon, Henley and the Test Match fall in the same week, rings hollowly true just now," he says. But he has one tip: "Back Becker for the championship and look for the market to break its sideways trend once that's over."

"When the Chancellor hears the price of strawberries we shall have another base rate rise"

Any port

The way we live now department: ex-Cambridge oarsman Bud Mitchell, former chairman of Mitchell Construction who now lives in Switzerland, but is staying at the French Horn on Sonning for this week's Henley Regatta, entertained a friend, former journalist Rod Junior, to dinner. To return the compliment, Junior stumped up for the port, eight small glasses of which came to £25. The French Horn, which boasts vintage port at £58 a bottle, also has some exotic wines in its cellars, including 1961 Chateau Latour at £1,800 the magnum to 1945 Haut-Brion at £1,250 a bottle and plenty of other wines at a mere £800 to £1,000 a bottle. Why so expensive? "It's irreplaceable," the French Horn explained - so it is just as well that only one bottle a year is sold. For the hot polio, the house wine costs £8.90 a bottle.

Tolkien's turnaround

Richard Tolkien, the City's representative in the Carlsberg single-handed transatlantic race, will be back at his desk today, thankful just to be there. Tolkien, a corporate finance director at Morgan Grenfell, had to abandon the Plymouth to Rhode Island race half-way, just 450 miles from Newfoundland. His triamar, The Williams Lea (the was sponsored by the City printing firm), became difficult to steer after a forestry chain plate snapped, leaving one of its three forestays adrift and a gaping hole in the deck. "It was taking in water but I carried on," says Tolkien. "Then the fastenings on the mainsail went and I had 1,000 sq ft of sail blowing uncontrollably." Just before these problems struck he had been in 10th place out of more than 100 entrants. And his "about-turn" meant he sailed about 3,300 miles for a 2,850-mile race, and was at sea for 17 days. "I'm disappointed but after the problems experienced by the other British boat (it was broken up by whales), I'm quite thankful to be home," says Tolkien. But he is determined to try again.

An embarrassing slip was made at the Waldorf Hotel press conference to launch Nestlé's new agreed bid for Rowntree. Helmut Maucher, Nestlé managing director, went out of his way to soothe fears about the future of York after the takeover, saying: "We will maintain the special relationship with the city of New York. I mean, York."

Carol Leonard

Belgium to fight predators

Brussels (Reuters) - The Belgian cabinet has approved a draft "anti-raider" bill which would oblige companies buying significant stakes in listed companies to disclose them, according to a finance ministry spokesman.

The absence of any such law helped Signor Carlo De Benedetti, the Italian entrepreneur, to build an 18.6 per cent stake in Société Générale de Belgique, Belgium's biggest company, before launching his bid for control in January.

The bill would require a company to declare the acquisition of a stake of 5 per cent or more in a quoted company with assets totalling at least Bfr250 million (£3.75 million). Each further acquisition of 5 per cent shares would also have to be disclosed.

BASE LENDING RATES

ABN	9.00%
Adami & Company	9.00%
BCCI	9.00%
Consolidated Cds	8.50%
Co-operative Bank	9.00%
C. Hoare & Co.	9.00%
Hong Kong & Shanghai	8.50%
Lloyds Bank	9.00%
Nat Westminster	9.00%
Royal Bank of Scotland	9.00%
TSB	9.00%
Gibson NA	9.00%

LOCAL LONDON GROUP PLC

(Incorporated in England and Wales with registered number 1983853)

INTRODUCTION TO THE STOCK EXCHANGE

Authorised & Number	Issued & Number
1,360,000	27,200,000
Ordinary Shares of 5p each	1,008,678
	20,173,552

Listing particulars relating to the Introduction to the Official List of 20,173,552 Ordinary Shares of 5p each of Local London Group PLC are available in the Extel Statistical Services and copies are available until 11th July, 1988 from:

Samuel Montagu & Co. Limited
10 Lower Thames Street,
London EC3R 6AE

and at the registered office of Local London Group PLC, Park House, 26 North End Road, London NW11 7PT. Copies are also available from the Company Announcements Office, 46-50 Finsbury Square, London EC2A 10D until 29th June, 1988.

27th June, 1988

STOCK EXCHANGE PRICES

Capitalization and change on week

(Current market price multiplied by the number of shares in issue for the stock quoted)
ACCOUNT DAYS: Dealings began June 20. Dealings end July 1. Contango day July 4. Settlement day July 11.
[Forward bargains are permitted on two previous business days.]

Prices are Friday's middle prices. Change, dividend, yield and P/E ratios are calculated on middle prices. (as) denotes Alpha Stocks.

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No.	Company	Group	Gain or loss
1	Tesco	Food	1.00
2	Marley	Building, Roads	1.00
3	Wentworth	Paper, Print, Adv	1.00
4	AIM	Industrial A-D	1.00
5	Abbott Mead	Paper, Print, Adv	1.00
6	Bulmer (H P)	Food	1.00
7	APV	Industrial A-D	1.00
8	Amper	Oil Gas	1.00
9	Int Bus Comm	News, Pub	1.00
10	DAKS Simpson A	Drugs, Stores	1.00
11	Medimaster	Leisure	1.00
12	Westmac	Industrial S-Z	1.00
13	Zetters GP	Leisure	1.00
14	Graham Higgs	Industrial E-K	1.00
15	Wimpy G (as)	Building, Roads	1.00
16	Laporte (as)	Chemicals, Pias	1.00
17	Lee Refractories	Industrial E-K	1.00
18	GKN (as)	Industrial E-K	1.00
19	Na-Smit Inds	Industrial L-R	1.00
20	Sater	Industrial S-Z	1.00
21	Sycamore	Industrial S-Z	1.00
22	Yorkshire TV	Cinema, TV	1.00
23	Island Frozen	Food	1.00
24	Stoddard	Textiles	1.00
25	General Motor	Motors, Aircraft	1.00
26	Baker & Dobson	Food	1.00
27	Mersey Docks	Shipping	1.00
28	Domino	Food	1.00
29	Parlark (as)	Textiles	1.00
30	Cropper (James)	Paper, Print, Adv	1.00
31	MEPC (as)	Property	1.00
32	Prop Security	Industrial A-D	1.00
33	Driv (Godfrey)	Drugs, Stores	1.00
34	Warburg Sec	Bank, Discount	1.00
35	Low Int	Industrial L-R	1.00
36	Totall	Textiles	1.00
37	Bois (as)	Industrial A-D	1.00
38	Boosey & Hawkes	Leisure	1.00
39	Kwik Save	Food	1.00
40	MBS	Textiles	1.00
41	Halsford (James)	Chemicals, Pias	1.00
42	Yamanaka Bros	Industrial L-R	1.00
43	Manganese Ltd	Daily Total	1.00

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £8,000 on Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

BRITISH FUNDS

Stock out-Stock	Price	Change	Div	Gross

SHORTS (Under Five Years)

Stock	Price	Change	Div	Gross

FIVE TO FIFTEEN YEARS

Stock	Price	Change	Div	Gross

OVER FIFTEEN YEARS

Stock	Price	Change	Div	Gross

UNDATED

Stock	Price	Change	Div	Gross

INDEX-LINKED

Stock	Price	Change	Div	Gross

BANKS, DISCOUNT HP

Company	Price	Change	Div	Gross

BREWERIES

Company	Price	Change	Div	Gross

BUILDING, ROADS

Company	Price	Change	Div	Gross

FINANCIAL TRUSTS

Company	Price	Change	Div	Gross

FINANCE, LAND

Company	Price	Change	Div	Gross

CHEMICALS, PLASTICS

Company	Price	Change	Div	Gross

CINEMAS, TV

Company	Price	Change	Div	Gross

DRAPERY, STORES

Company	Price	Change	Div	Gross

ELECTRICALS

Company	Price	Change	Div	Gross

INDUSTRIALS A-D

Company	Price	Change	Div	Gross

E-K

Company	Price	Change	Div	Gross

FINANCE, LAND

Company	Price	Change	Div	Gross

FOODS

Company	Price	Change	Div	Gross

L-R

Company	Price	Change	Div	Gross

HOTELS, CATERERS

Company	Price	Change	Div	Gross

INDUSTRIALS A-D

Company	Price	Change	Div	Gross

INDUSTRIALS E-K

Company	Price	Change	Div	Gross

E-K

Company	Price	Change	Div	Gross

FINANCE, LAND

Company	Price	Change	Div	Gross

FOODS

Company	Price	Change	Div	Gross

L-R

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HOTELS, CATERERS

Company	Price	Change	Div	Gross

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Company	Price	Change	Div	Gross

INDUSTRIALS E-K

Company	Price	Change	Div	Gross

E-K

Company	Price	Change	Div	Gross

FINANCE, LAND

Company	Price	Change	Div	Gross

FOODS

Company	Price	Change	Div	Gross

L-R

Company	Price	Change	Div	Gross

HOTELS, CATERERS

Company	Price	Change	Div	Gross

INDUSTRIALS A-D

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INDUSTRIALS E-K

Company	Price	Change	Div	Gross

E-K

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Company	Price	Change	Div	Gross

HOTELS, CATERERS

Company	Price	Change	Div	Gross

INDUSTRIALS A-D

Company	Price	Change	Div	Gross

INDUSTRIALS E-K

Company	Price	Change	Div	Gross

E-K

Company	Price	Change	Div	Gross

FINANCE, LAND

Company	Price	Change	Div	Gross

FOODS

Company	Price	Change	Div	Gross

L-R

Company	Price	Change	Div	Gross

HOTELS, CATERERS

Company	Price	Change	Div	Gross

INDUSTRIALS A-D

Company	Price	Change	Div	Gross

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Company	Price	Change	Div	Gross

OVERSEAS TRADERS

Company	Price	Change	Div	Gross

PAPER, PRINT, ADVERTISING

Company	Price	Change	Div	Gross

PROPERTY

Company	Price	Change	Div	Gross

MINING

Company	Price	Change	Div	Gross

MOTOR, AIRCRAFT

Company	Price	Change	Div	Gross

SHIPPING

Company	Price	Change	Div	Gross

SHOES, LEATHER

Company	Price	Change	Div	Gross

TEXTILES

Company	Price	Change	Div	Gross

TOBACCO

Company	Price	Change	Div	Gross

GERMAN IN BRITAIN

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GERMAN INDUSTRY
IN BRITAIN

FOCUS

A SPECIAL REPORT

Bigger stake
in the UK

The presence of West German goods in Britain is not a new or unfamiliar phenomenon. We are used to German cars on the roads, German equipment in our kitchens, even German butter in the supermarkets. But the presence of German industries, manufacturing in this country, is less well known.

The fact is that direct investment by German industry in the United Kingdom has been an important feature of the last few years. And it is happening more and more. According to figures published in Bonn, German companies have spent some DM10 billion (£3.2 billion) on investment in this country since 1952, three-quarters of it since 1980.

This means that German chemical and pharmaceutical companies such as Hoechst, BASF, Bayer and Schering, and electrical companies like Siemens, are now a physical presence on the British scene, with thousands of British employees. Mechanical engineering firms such as Rexroth, O & K and Liebherr are making heavy equipment.

The big car companies do not make cars here, but they have been investing in sales, distribution and service networks; and smaller companies making car components have decided that it is in their interest to produce here.

So it is not only the well-known names that are setting themselves up in this country. Overall there are now some 900 subsidiaries of German companies operating in the UK, of which approximately 650 are sales offices and 250 production plants. They include smaller companies which make or sell anything from computer software (SAF) to porcelain (Rosenthal).

Today the Deutscher Industriekreis (German Industry Forum), set up in 1975 to bring together the main German industrialists active in Britain, celebrates its 13th anniversary. It is an active body which includes a hundred or so senior representatives who meet from time to time to share experiences or listen to speakers.

An attractive investment

They are here because Britain is an important export market for West Germany, the third largest after France and the United States, and because investment of this sort is linked to export promotion. But the fact that they are here in such numbers, and are likely to increase, is a result of a transformed perception of Britain in Germany.

Since 1979, when Mrs Thatcher's government took office, the British economy is seen to have pulled out of its decline and begun a significant recovery. This makes it an attractive country to invest in, particularly as labour costs are well below those in West Germany.

Even Britain's reputation for bad industrial relations is no longer felt to be the factor it was. German industries with a presence here, perhaps because they are small, offer above-average working conditions and have often introduced works councils similar to those in Germany, have not encountered trouble in this area.

The German presence is not specifically related to the plans being developed in Brussels for completing the EEC's internal market in 1992: the build-up began as long ago as 1980. But it is a sign of the much greater inter-penetration that is to be expected in the Europe of the 1990s.

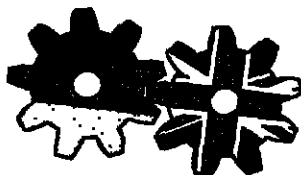
It is paralleled by British investment in West Germany, which built up at an earlier stage, soon after British entry into the EEC in 1973 - and at DM12 billion (£3.8 billion) is still higher than German investment here. But the German investment in Britain has been growing faster in the last few years.

Peter Strafford

The destination is Britain



Business, German-style: two symbols of success in the United Kingdom market, Holsten Bier and left, the inspection of printed circuit boards



In recent years the UK has become West Germany's favourite location abroad after the United States. West Germany has also been the second most important investor in the UK, again after the US.

It is certainly no coincidence that this trend has been so marked in the 1980s, when 75 per cent of all direct investment to the UK from West Germany, which has amounted to a total of some DM 10 billion since 1952, when figures were first compiled, has been transferred. These have been the years of Mrs Thatcher's governments, and her clear-cut long-term strategy has created an excellent investment climate for industry.

Private initiatives, including those from abroad, are being encouraged, and there are no longer any major investment restrictions, ie price, wage or exchange controls. All in all, there has been more market and less state, with an

increasing degree of privatization and liberalization which has created new business opportunities for domestic and foreign companies.

During the last few years the UK has experienced a significant revival, with steady economic growth. This development has been closely observed and warmly welcomed by West Germany. There the UK is now being referred to as the "Strong Man of Europe," quite a reversal from the 1970s, when the talk was of "The English Disease," decline and desperation.

The recent economic growth can be mainly attributed to domestic demand, with ever-increasing industrial and consumer purchasing power and the resulting appreciation of quality products.

It is here in particular that West Germany has shown its strength in the British market, with its companies not primarily concerned with the business of mass production of (cheaper) goods but concentrating more on the selling of (more expensive) up-market and specialty products. This is the market for German industry in the UK.

Increases in the level of exports lead as a matter of course to an increase in investment, and in such an important market as the UK this has been no exception. A tighter

hold on the market and a firm base for further development could only be achieved through a strong local presence.

The continuous fluctuations in the pound-DM rate further strengthen arguments for a base in the UK. Furthermore certain branches such as those supplying to the motor car and offshore industries, public authorities and nationalised companies sometimes even rely on such a presence to ensure continued sales in the light of the Buy British Campaign.

There are a number of other reasons why the UK is today such an attractive location for German investment. Labour costs (wages and benefits) are well below comparable costs in Germany. According to a survey published in April 1988 by the German Economic Institute in Cologne, one man-hour in the British manufacturing industry costs DM 18, compared with DM 33 in Germany.

While the basic wages are not vastly different and current wage increases of around 8.5 per cent in the UK should further narrow the gap, the continually lower benefit costs are a great advantage. These costs account for DM 15 in Germany and only DM 5 in the UK.

Another significant cost advantage

is the lower tax burden. A recent survey carried out by the same institute found that the total tax burden as a percentage of the retained profits in Germany had risen to 70 per cent, whereas in the UK it was only 35 per cent.

Using an international comparison to illustrate this point, West Germany is at the top and Britain at the bottom of the league. Britain has

Growing interest
in top quality
consumer items

today corporation (and income) tax rates which the Germans can only dream about. Their top rates for both taxes are still 56 per cent.

In the past much was made in Germany of the propensity towards strikes and other forms of industrial action in Britain. This prejudice is no longer justified and increasingly companies in Germany, the "home of industrial peace", are getting the message: industrial relations in the UK are today considered good.

Other important components in this peaceful atmosphere are the works councils which have been

incorporated into many German subsidiaries, and the advantage of being small: nearly 80 per cent of German companies in Britain employ less than 50 people. This has led to more effective communication on all levels in comparison with larger companies.

In addition, by British standards German companies often offer above-average working conditions to their employees. They work in modern offices and factories equipped with the latest technology. This is in itself a motivating factor.

Today about 15,000 West German companies trade with the UK, of which to date (only) 900, or 6 per cent, have set up subsidiaries here. With the promise of continued economic growth predicted by a number of independent economic institutes, a stable government (a fourth Thatcher government after 1992 is thought likely), an excellent investment climate, good industrial relations and the cost benefits inherent in this country, a further substantial increase in German investment in the UK can certainly be expected.

Dr Bernd Atenstaedt
Director, German
Industry Forum

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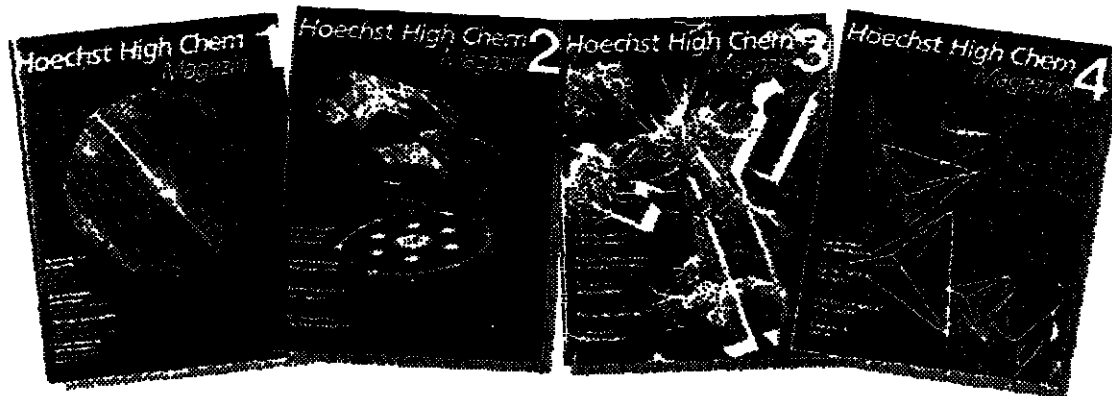
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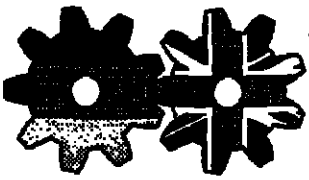


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GERMAN INDUSTRY
IN BRITAIN/2

FOCUS

Luring Germans
to make a mark

West German firms
are investing heavily
in Britain. But how
long will it last, asks
Colin Narbrough

Robert Atkins, the Industry Minister, whose responsibilities encompass overseas investment in Britain, does not hide his pleasure that the UK is the most favoured European location for internationally mobile investment.

This goes not only for the much-trumpeted investment from Japan and the United States, but for West Germany too. Of the direct investment West German companies made in Europe between 1982 and 1986, DM6.6 billion came to Britain.

The second biggest recipient, Belgium-Luxembourg, received only DM2.8 billion, while France, for all the efforts to foster a special relationship between Bonn and Paris, saw only DM2.2 billion.

But Mr Atkins, whose years of private-sector marketing have made him alert to complacency, is not satisfied with the level of European investment, and wants it to increase to offset the slowdown in what have been heady growth rates in investment from the US and Japan.

So West Germany, as the industrial powerhouse of western Europe, will continue to play a central role, and the Department of Trade and Industry's Investment in Britain Bureau is gearing up for the task.

It is making the most of the fact that there has been a radical shift in German perceptions since the early 1980s, when *die englische Krankheit* — the English dis-

ease — was a term widely used in West Germany to describe the economic malaise successive governments had failed to shrug off in Britain.

The subsequent dramatic turnaround of the UK economy has provoked some observers in the Federal Republic to talk of a new *Wirtschaftswunder* — comparable to West Germany's own phoenix-like rise from the ashes of the Second World War.

This rebirth of Britain, coupled with the sluggishness of the West German economy, where labour costs are the highest of any major industrial nation, has clearly made Britain more attractive for West German companies looking to invest abroad, while reinvigorating and deepening long-standing commercial links of big names such as Siemens, Hoechst, Daimler and Bosch.

A worry is that
battle will be
waged between
the European
Community
countries as the
Single Market
approaches

One of Mr Atkins's concerns is that there will be a fierce battle between the European Community countries for inward investment as the EEC moves towards the Single Market after 1992.

But the Government is convinced that it has created the right economic conditions in Britain to keep investment flowing in, and shows confidence that the current edge Britain has on its rivals can be maintained, even widened.

Mr Atkins told *The Times* that he considers it "quite extraordinary" that West German firms are "beating a path to the UK", when one remembers how West Germany was

always held up as the touchstone of success.

Whitehall does, however, offer a rational explanation of why West German companies should want to invest here. By comparison with West Germany, Britain is predominantly a low-wage country. This is confirmed by official West German statistics, which show that wages are 38 per cent lower in Britain.

Industrial relations in Britain, formerly a source of persistent disruption, are so improved, following legislation, that they are now seen to be almost a model by many foreign companies. Single-union agreements, which are being increasingly adopted, have special appeal.

Politically, too, Britain has gained the reputation for stability during the Thatcher years, and the centralized system of government means fewer tiers of administration to deal with than in West Germany and many other countries.

Taxation, both personal and corporate, also compares very favourably with most rival industrial economies, and UK power and water charges are well below the West German levels.

Unlike big Japanese firms, who have favoured development areas and the financial incentives they offer, West German companies appear to have placed less emphasis on regional aid.

Mr Atkins notes that though BASF, the chemicals group, is delighted with its large warehouse facility in a development region at Preston, Lancashire, many West German companies prefer traditional locations in non-aided parts of the country.

Britain's position as an offshore island seems not, in his view, to be a disadvantage for would-be investors, and he expects the opening of the Channel Tunnel in 1993 to remove any lingering doubt.

Good, all-weather rail links with mainland Europe, should considerably boost growth in the UK-based components industry serving the West German motor industry.



Rosenthal porcelain as seen in their Knightsbridge shop. On the British market as elsewhere in the EEC, German industry has penetrated virtually every sector from heavy plant to door-knobs, white wine to ground coffee

The Deutscher Industriekreis (German Industry Forum), which celebrates the 13th anniversary of its founding this year, is the unofficial club of the leaders of West German companies operating in Britain, and is clearly an influential body.

It holds bi-monthly meetings which are largely social occasions, but more often they get together to discuss social and economic issues in the UK or hear the views of diplomatic guests or business VIPs from Germany.

Membership of the DIK has grown from 15, when it began in 1975 (founders included Mercedes, Leitz, Bosch, AEG and Mannesmann) to more than 100. This reflects the huge growth in German investment in the UK — DM7.5 billion since 1980.

A clear pattern is emerging in the nature of that investment, says Dr Bernd Attenstaedt, the director of the DIK. "West German goods are associated with quality, so investment has focussed on products with high added value and a clear market niche."

Wearing his other hat as head of the industries and tax department of West German Chamber of Industry and Commerce in London, he spends a lot of time advising the growing number of West German companies who want to join the 900 firms which already have a foothold in the UK market.

But what interests do the rather diverse membership of the DIK share

Keeping tabs on
British industry

Godfrey Golzen reports on a very special club

other than the common ground of German ownership? "We look at how what is happening in the UK will affect all of us — for instance, factors that will influence profitability such as overall trends in wages and salaries in the UK," explains Dr Attenstaedt.

"For the same reason we've lately been following with great interest the political controversy over the strength of the pound, because that obviously has a bearing on the value in DM of the profits that our members can report. We also keep an eye on developments that may affect industrial relations in our plants here, such as moves towards no-strike agreements with the unions."

The DIK's discussions are in German, which cuts out companies whose heads are not German-speakers. It may sound odd that someone who is not reasonably fluent in both languages could occupy the top spot in a German-owned concern, but Dr Atten-

staedt says this is a sign that some German firms here already consider themselves primarily as British.

"When members go on sales trips abroad, they would make contact with the British Board of Trade's diplomatic representatives in the country concerned, rather than with the West German embassy."

The DIK is not an official body, so when members feel that matters have arisen in the UK in the course of their private deliberations which need a formal approach to the government or to the CBI, that is then made through orthodox trade or government channels. In the first instance, these run through the German Chamber of Industry and Commerce, a bi-national body with some 1,150 members, about half of whom are British companies with interests in Germany.

"The chamber would refer the matter to the Bundesverband der Deutschen Industrie, the German

equivalent of the CBI, who in turn would take the matter up with Bonn. Here, the CBI would talk to the relevant Minister," says Dr Attenstaedt, who is also deputy UK representative of the BDI.

Sometimes it turns out that the problem is one which is common to both British and German firms — for instance, delays in the post between the two countries.

There are, however, occasions when discussions initiated at the DIK have raised fundamental issues. One that worried many of its members was the "Buy British" campaign.

"It didn't affect companies that were manufacturing over here — they've become accepted as UK producers — but some of the importers were worried about the effect it might have on contracts with nationalized industries."

"For instance, there could have been problems with the purchasing policies of the Offshore Supplies Office of the Department of Energy, or with police authorities who've been buying BMW motor bikes."

Dr Attenstaedt admits that there have also been cases of discrimination against imports by some German public sector bodies, and he says that the controversy served a purpose by highlighting issues that might otherwise have remained tacit.

● The DIK is at 12/13 Suffolk Street, St James's, London, SW1Y 4HG

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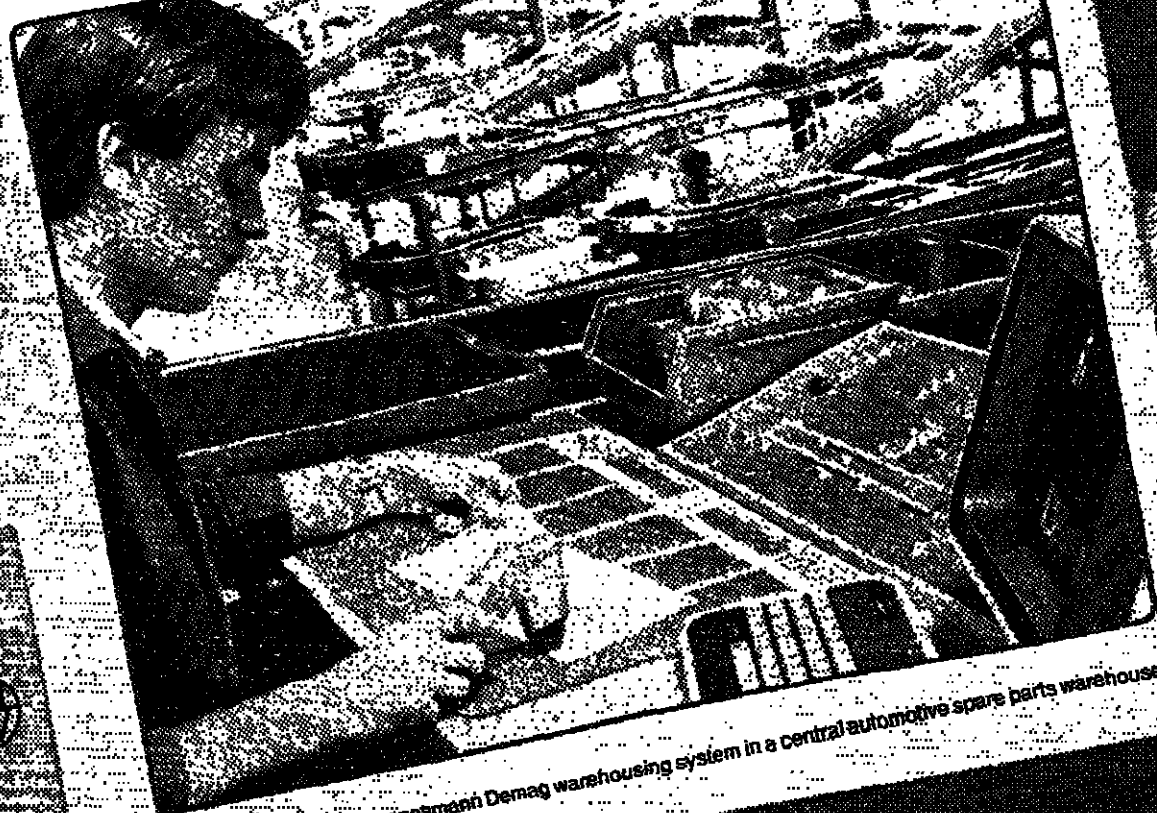
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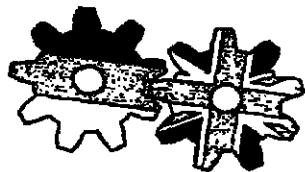
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FOCUS

GERMAN INDUSTRY
IN BRITAIN/3Where the best
of British
locations are

Godfrey Golzen looks
at the
requirements of
German companies
in the UK

Most of the 900 West German firms which have established UK subsidiaries have so far been prepared to pay premium rates and rents to be in London and the South-East, according to the spokesman for the German Chamber of Industry and Commerce.

The chief reasons are the region's prosperity and the strength of its communications network. Already the South-East has the most strongly developed system of motorways, giving easy access to sea and airports. Other factors are simply the London's status as a capital city and a financial centre.

However, German firms also have historical and economic contacts with other parts of Britain and these have by and large been maintained. For instance, the industrial axis between Manchester and the West Midlands has traditionally been one of the centres of British manufacturing. Not surprisingly, some household names among German companies are represented in this part of the world, among them BASF, Degussa, Grundig, Krupp, Jungheinrich and Siemens.

Yorkshire and Humberside is another area with a long-established industrial base. The old steel and coal mining emphasis has largely disappeared, and instead there is vigorous development in chemicals and plastics. Thirty German firms, including Pfaff, Thyssen Schachtbau and Wellman, have plants in the area.

Equally, the revival of the North-East of England has not passed unnoticed. It is thought that the opening of the Nissan factory there will be the harbinger of a wider industrial recovery. Twenty-five Ger-

man firms are now established in that part of the country.

In Wales, too, several well-known German firms — names such as Bayer, Siedler and Wella — are hoping to contribute to further economic recovery. Wales has the advantage of excellent road links with London and the Midlands. Scotland's geographical position is less favourable in relation to the Continent, but it does have the big attraction of the North Sea oil industry. The energy companies Deminor and Wintershall are there, along with some 30 other firms that see Scotland as one of the future centres of the Britain's electronics industry.

German companies, says the Chamber of Commerce spokesman, have firm ideas about the processes of setting up in the UK. Generally, they are looking for a greenfield site. Rehabilitating redundant buildings is not popular, perhaps because the Germans became used to moving into new buildings during their postwar recovery. They look for high-quality offices and a higher standard of care and welfare facilities than many British workers are used to getting. There is also much emphasis on the provision of workforce amenities, such as sports grounds.

In choosing the locations they do, German firms — and they are now starting about 50 new subsidiaries a year in the UK — are not deterred by the history of labour relations in certain parts of the UK. Though such factors have apparently affected location decisions by some British industrialists, German firms believe they can face the unions with a clean slate.

"Our system of co-determination means that our culture is one of consensus rather than confrontation," said their spokesman. He also added, however, that the political stability of Britain, its low tax rates and the lower level of statutory benefits that have to be funded by employers are the main factors making Britain a preferred location for German overseas investment.

For regions hoping to attract some of this money to development areas the lesson seems to be that rather than looking for the government to fund incentive schemes, link-ups with rail, road and air communications might be a better approach. Alternatively, in making their pitch to German companies, future plans to improve such links are a bigger incentive than grants, rate reductions or soft loans.



West German food and drink has made its mark on British life, as a product of the flourishing agricultural industry

A steady approach
pays dividends

Colin Narbrough on
a long-term strategy
for business

West German cars, kitchens, food and drink have penetrated British life gradually, but persistently over a long period, growing on consumers rather than overwhelming them in targeted Japanese-style assaults.

Success stories there unquestionably are among the myriad West German products available in this country. West German industry, however, prefers to see such achievements as the inevitable reward for the sustained planning and investment it has made, and continues ready to make in Britain.

The German Chamber of Commerce and Industry has played an important role in helping its would-be exporters fulfil their potential abroad. Compulsory membership of the state-backed organization provides strengths that help it offer the expertise that small and medium-size companies often need.

Knut Feddersen, head of the economic department at its London branch in Suffolk Street, takes a singularly undramatic view of how West German exports have and will develop. "I see no spectacular change in any sector," he says.

There is a glaringly obvious success story in the German car. But this is no overnight miracle, and is the result of a great deal of groundwork done in the less receptive markets of the 1950s and 1960s, when the Volkswagen started to make its mark on British roads.

The more recent success has lain in converting the British motorist to the creed that only the best applied technology will do — and guess who can supply this in motor cars?

Audi's *Vorsprung durch Technik* advertisements appear to have generated a genre, even forcing Britain's Rover group to counter with its own German-language television commercials. With cars, as with many other West German products marketed in Britain, the buyer is driven by the perception that he is

getting the best. Quality and reliability are crucial. Price is secondary.

Mr Feddersen notes that car and other motor vehicle imports have stabilized for the last two years, admittedly at a very high level, and still account in value terms for one quarter of all West German goods entering Britain. This, perhaps, is the German sluggishness one hears about so often.

He underlines the fundamental, though less conspicuous part played by West German machinery and electrical goods — the second biggest category of export to Britain. Though German kitchen design has made a huge impact in British homes in the past decade, he takes the view that "Consumer goods, such as kitchens, are not that big." For him, export earnings are the yardstick. Consumer

West German firms prefer
organic growth rather than
sudden surges and takeovers

goods sales in Britain have in most cases taken years to build up, and West German firms have been consistently active in the British market, at considerable cost. "Nobody just jumped in yesterday," he said.

German sausage, Bavarian cheese, and Dortmund beer may have reached the supermarket shelves across the country, but in Mr Feddersen's detached view, the food and drink trade is "tiny".

The view he and British economists share is that West Germany has strength in depth. On the British market, as elsewhere in the EEC, its industry has today penetrated virtually every sector, from heavy plant to door-knobs, white wine to ground coffee.

Not every company succeeds, but those trying to do so are many and varied, with an

increasing number of newcomers in the small and middle range. Ultimately enough achieve their goal, producing sectoral success. Unlike their Anglo-Saxon marketeering counterparts, West German firms generally prefer "organic growth" instead of sudden surges through aggressive takeover and merger.

Most firms which operate in Britain had long-standing links with local agents before entering the market directly. This strategy assures them that the growth is sound.

The advancing integration of the European Community can only help to foster West German industry's enthusiasm for exporting, as it already treats Europe, including Britain, as a "home market".

Again, Mr Feddersen anticipates little excitement. "The British market is already wide open." All the top West German companies are here, know the commercial advantages, and there are no great problems in becoming established, only small, niggling ones. But the British market can show its teeth to West German industry, as shown by the fierce opposition

to the Allianz insurance group's thwarted bid to enter Britain in a big way in 1984. Not that it was specifically anti-German. Swiss chocolate makers are meeting something similar even now. A senior trade adviser to the government has observed that West Germany appears to have acquired the mantle of "quality" until the Second World War internationally coupled with British goods.

To their greater propensity, the Germans have added trade skills training and technical education to a degree that has made quality and design important at all stages of production. In Britain, he fears, many people still regard training and delivery as beneath their dignity. That may well be, but the British consumer certainly appears highly discerning these days.



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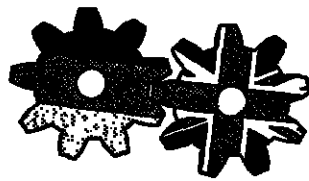
GERMAN INDUSTRY
IN BRITAIN/4

FOCUS



Pure class on display: The showroom at BMW's UK headquarters in Bracknell where enticing buys await the British motorist

Car sales hit new peaks

Daniel Ward charts
a growing demand
for German cars

Porsche's superb £11 million high-tech headquarters building in Reading says much about the presence of the German car makers in Britain. For Porsche and BMW, Britain is the biggest export market after the United States. Nowhere is the image of Audi, BMW, Porsche, Mercedes and VW stronger or so classy.

The cleverly designed Porsche building highlights the manufacturers' commitment to long-term growth in Britain and a healthy level of investment in their valuable reputations.

In overall terms the companies sold 170,000 cars last year in Britain. Two thousand BMW motorbikes and more than 26,000 VW, MAN and Mercedes vans and trucks, with total sales approaching £2 billion. Almost unnoticed were the 125,000 cars im-

ported from Germany by Ford and Vauxhall.

Growth for all the German companies has been remarkably consistent and steady, evidence of good planning. In 1980, when the parent company took control of BMW GB, sales were 13,800 cars and turnover little more than £100 million.

Last year BMW pushed sales up to 37,500 cars and expects to reach 40,000 in 1988, with turnover of more than £400 million.

In 11 years Mercedes car sales have trebled and truck registrations have increased fivefold. VW/Audi is heading for record sales of 112,000 in 1988, compared with 48,000 car registrations in 1975.

Porsche has pushed sales of its sports cars as high as 3,400 a year in recent years, making it easy to overlook the fact that in 1977 only 600 Porsches were sold in Britain.

Today VW/Audi is the only importer not owned by the respective German parent company. Since 1975 Lionhro has held the concession for the UK.

Porsche is a good example of an arms-length relationship with a national import company. Peter Bulbeck, managing director of Porsche GB explains: "We are a profit centre in our own right and all investments for Britain have come from us although the

factory has helped on occasion by leaving profits here."

Pressured by the need to protect their up-market reputations, all the German importers have invested heavily in facilities and, latterly, training. The VW/Audi and Mercedes headquarters in Milton Keynes and the impressive BMW building in Bracknell are ample evidence of the scale of operations the Germans have put in place.

BMW spent an additional £6.5 million on a modern warehouse, the new VW warehouse will cost £5.7 million. Sandwich and Grimsby are the sites of new VW import centres, while Mercedes went to Barnsley to establish a £10 million truck preparation centre.

Private dealers have spent heavily on their own premises. Mercedes estimates its dealers have spent £40 million over the last five years, while BMW and Porsche have some of the smartest dealers of any marque.

After a difficult two years coping with the massive price increases forced on the importers by the rapid appreciation of the German mark against sterling, the companies are looking forward confidently to the future, but with added attention to providing the service expected by buyers of more expensive cars.



Efficient servicing at the BMW centre, Bracknell where diagnosis is carried out using computerized equipment

Following the success of the Scandinavian service school in radically improving the standards of British Airways crews, VW/Audi invested almost £2 million in a "customer comes first" programme.

Annual spending on training has trebled in the last five years, and this year will be

£3.4 million as 5,000 garage employees attend courses.

By 1992 BMW estimates it will need more than 1,000 technicians with high expertise, and to meet these needs 300 apprentices will be needed in 1988. The company has set up a three-year training scheme for 16 and 17-year-old school-leavers.

A few years ago it would have been unthinkable. But German suppliers to the car and truck industries are now choosing the UK as a sound location for manufacturing.

They say that the UK has relatively low labour rates, blossoming opportunities, a reasonably competitive exchange rate, and a stable environment.

Dr Bernd Atenstaedt, investment adviser at the London office of the German Chamber of Commerce and Industry, says that most West German companies coming here are motor-industry suppliers.

The most important reason for coming to the UK so far as the German automotive supplier is concerned is that the customers want them there: the car companies operate as international businesses and expect their suppliers to do the same.

Ford and Vauxhall have manufacturing operations in Germany as well as here, and would like to use the same supplier in both countries, so simplifying administration and tightening confidentiality during new car design. Suppliers are increasingly being asked to design parts of new cars, and using fewer suppliers makes the process simpler.

Coupled with this trend is a desire to have the supplier as close as possible to the car plant. The closer the supplier the more often deliveries can be made. And frequent deliveries enable car companies to cut expensive inventories.

VDO Instruments of Frankfurt has set up a West Midlands assembly plant to make instruments. Its UK presence enabled the company to win an order to supply Nissan at its Washington, Tyne & Wear, plant.

According to the managing director of VDO's UK business, Nigel Thompson, keeping low stock levels is particularly important when it comes to car instruments.

"You have to be flexible. It is probably not widely appreciated how many variations there are in the instruments that go into a range of cars. You have left and right-hand variations, low and high specifications, different maximum speeds for different markets."

"If you are going to cope without lots of stock, then you have to be flexible and that usually means you have to be close to your customers."

VDO is just one of many German suppliers eyeing the growing demand for compo-

Parts to
keep the
factory
lines
running

nents as a result of Japanese investment in the UK. Nissan will be building 200,000 cars a year at Washington by the early 1990s, and will be spending £250 million a year with European suppliers by 1991.

Honda is setting up an engine plant at Swindon and may one day take the plunge and opt for full car assembly. Added to those opportunities is the general growth in UK car production after many years of turmoil and closures.

Geoff Lloyd, managing director of the UK arm of the German machine-tool maker Heller, says: "A car manufacturer which is going to place a multi-million pound order for machine tools is very concerned about having to contact Germany for service, and the car industry is such a purchas-

"If you are going to cope without lots of stock, then you have to be flexible; that usually means you have to be close to your customers"

Nigel Thompson,
Director VDO

ing plant it can influence the market." Ford spends \$8 billion a year with European suppliers.

A clear example of this influence can be seen in the decision of German foundry company Eisenwerk Brühl to buy Rover Group's foundries last November. Rover did not want the businesses, and Ford was anxious to see the establishment of a secure source of engine blocks and heads for its UK factories.

Shipping them in from Brühl's German foundry was time-consuming, expensive, and a commercial risk with

exchange rates. So Brühl bought the foundries, and will now bid for Rover and Ford business with a much stronger hand.

Some German companies are attracted by the regional development grants that are sometimes available, but rarely is this decisive as a factor.

The Welsh Office will make a grant to the German brake company Alfred Teves towards the expansion of its Ebbw Vale factory. But the £14.3 million expansion programme, lasting three years, is being made because of demand for the product.

But German suppliers are also coming here out of anxiety. The German car industry is looking less healthy than it has for some time, with sales and output both expected to drop sharply in the rest of this year and 1989.

German suppliers are also aware of the need to prepare for the 1992 unification of the EEC market. This has brought deals with technology as well as manufacturing on the agenda.

For example, earlier this year a subsidiary of Plessey, Birkby Plastics, formed a joint venture with the German company Kautex to produce fluid reservoirs, fuel tanks and ventilation systems from the Yorkshire premises. The deal filled a gap in the UK supply industry, and future customers are likely to include Ford and Vauxhall.

Similarly, Schade Plattenberg is to pool knowledge and resources with Bruce Engineers, a subsidiary of CH Industrials, to supply items needing high technology bonding of glass, plastics and metals.

What remains to be seen is whether the change in the exchange rate in recent weeks will make investment in the UK less attractive. While the pound was held at an exchange rate of under DM3 to the pound, importing components made in Germany to the UK was expensive. If the pound is highly valued, imports into the UK become attractive again.

But all the signs are that Germans are coming here for more fundamental reasons. Dr Atenstaedt says: "Taxes and labour relations are both seen positively now. What most companies are looking for are a strong market and a stable exchange rate."

Chris Barrie
Assistant editor, *The Engineer*

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world is looking for
a way to save money
on energy, the British
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FOCUS

GERMAN INDUSTRY
IN BRITAIN/5Clear signals to step up
UK chemical investment

The UK is playing an
important role as a base
for the chemical
business expansion,
writes David Young

The chemical industry is Britain's largest single export earner and probably the one area where German companies are as well known as their UK counterparts. True, ICI is by far the biggest in the business, and everyone knows what the initials stand for — in fact most companies have an ex-ICI man in some sort of influential position — but names such as Hoechst, Bayer and BASF are just as well known.

Hoechst is in fact the largest German employer in Britain, and has recently unveiled expansion ambitions.

Its new chairman, Arno Baltzer, has sent the chemicals industry clear signals that his company is on the lookout for new investments in the UK. The company, based at Hounslow, will not become in-

involved in hostile bids, but it has the cash and the management willingness to enter into negotiations to increase its share of a market which it sees as steadily growing.

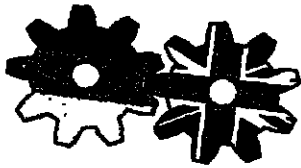
Already Hoechst has over a quarter of its business in the US, and globally it does more business outside Germany than within. It is, however, not blind to making profitable dispositions if they do not fit in with its main strategy, and last year in the UK it sold its paint company Berger Jensen and Nicholson.

Restructuring is Mr Baltzer's aim. The company will have fewer sites in Britain in five years' time than the 30 it has scattered around at the moment, but it will be a bigger employer and a more profitable operation, he has said.

Hoechst is already quoted on the London stock exchange, and the company is a confirmed enthusiast of Mrs Thatcher's industrial and economic policies.

Mr Baltzer said: "We would like to increase our business, as the UK is an attractive place for investment. Labour relations are good, corporate taxes are lower than in West Germany, and the base of qualified personnel is high."

Other companies are less forthcoming about their expansion



plans, but in a survey carried out by the Chemical Industries Association, of which all the UK-based subsidiaries of German companies are members, predictions for the future have been rosy indeed.

In the next three years the industry will invest an estimated £5.5 billion, with a large slice of that coming from the German companies.

Mr Norman Hunter, chairman of the Chemical Industries Association trade affairs committee, said: "This is a very strong statement of intent by the industry to continue to develop its manufacturing base, reflecting considerable confidence in the UK economy and the chemical industry's prospects."

In fact last year was the most successful year in the history of Hoechst UK, with a profit of £11 million compared to a loss of £1 million a year before, and the planning of a £20 million investment programme. New lab-

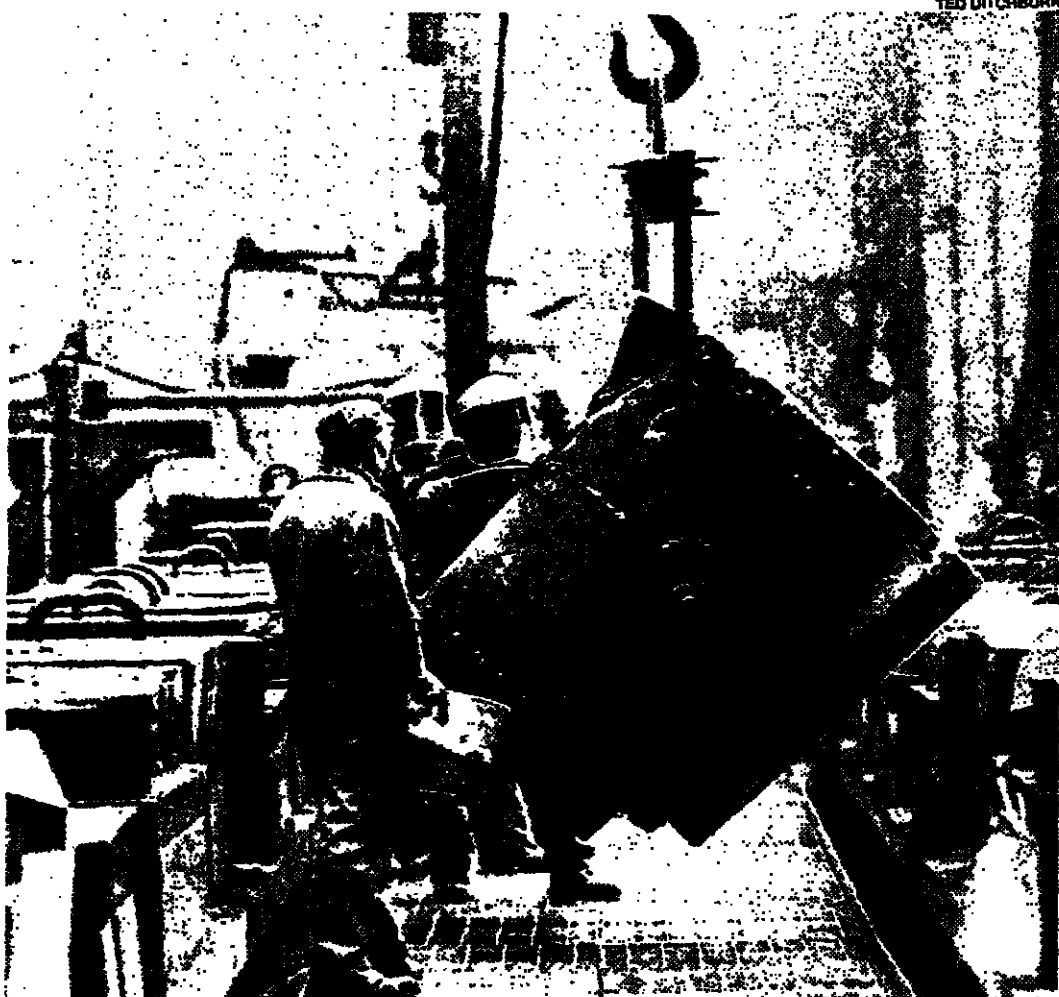
oratories will be built at Milton Keynes, and further investments made at the company's Harlow chemicals plant.

This proves, said Mr Baltzer, the growing importance of Britain as a base for the expansion of the European chemicals business. Last year Hoechst exports from the UK climbed to £76 million as turnover increased by 17 per cent to £1 billion.

"This was at a time when the Berger business was being disposed of — 'the end of one era and the start of a new one for the Hoechst Group' — and in a year when it took a half share of the UK market for carbon dioxide with the acquisition of the Distillers carbon dioxide business."

Mr Baltzer said: "1987 was the most successful year in the history of Hoechst UK — thus far. I confidently predict that our company and our group will continue to go from strength to strength, and that 1988 and succeeding years will bring us even greater success."

"This year is already showing a growth in our UK business, and we are confident that we can share in the dynamic economic performance of the chemical industry as a whole."



Important ingredients: Molten iron is being poured at the Parkfield Foundry, Stockton, for the Channel Tunnel lining, using special additives from Hoechst

Urenco's way
to generate
enthusiasm

While the rest of the world's uranium enrichment companies search for customers to keep expensive production lines in operation at a time when world enthusiasm for nuclear power is on the wane, Urenco, the British uranium processor which is a third German-owned, finds itself in precisely the opposite position, writes David Young.

By deciding to follow a different route in developing its re-processing techniques Urenco can use every part of its existing capacity in England, West Germany and the Netherlands, and be able to make new investments to meet the needs of new customers.

Mr J. Paleit, finance and commercial director of Urenco, which has its headquarters in Harlow and its main production facilities at Capenhurst, said: "We have no under-utilized capacity, and we are in the fortunate position of being able to expand our facilities only when we need to. That is when we have customers already signed up who would use the new capacity." The Urenco position is in contrast to the other uranium producers, mainly those in the United States, who have adopted a different process and are consistently saddled with large and expensive plant which needs more and more customers to keep busy.

The key to Urenco's success has been its adoption of centrifuge enrichment as opposed to diffusion enrichment. This has now allowed Urenco to take the bulk of the UK enrichment business, 70 per cent of that in West Germany, as well as winning contracts in Holland, Sweden, Switzerland, Brazil and the United States.

Urenco now has about 10 per cent of the uranium enrichment business in the world and order-book commitments worth over £2 billion.

All Urenco's competitors use diffusion technology, with the most modern diffusion plant in France opened in 1981 and already working at less than its designed capacity because of a slowing down of the nuclear programmes in Italy and Spain. The three diffusion plants in the United States are also operating at well under capacity, with one of them actually mothballed.

The success of the Urenco developed technology and its ability to grow as demand rises, rather than having to be built to a large scale initially, has attracted the Japanese who have now decided to follow the centrifuge route and are due to open a similar plant in 1990. One of the main features of the Urenco plants is that they are remarkably energy efficient. A diffusion plant uses about 2,400 kilowatt hours worth of electricity to produce a standard unit of enriched uranium. The Urenco plants produce the same amount of material but use only three per cent of the

power used in diffusion. Urenco was born 20 years ago when three quite secret and independent scientific programmes in England, West Germany and Holland were reaching much the same conclusions and the three governments agreed to pool resources under a treaty signed in Holland in 1970 enabling the technology to be jointly developed and commercially exploited.

Uranium enrichment is based on the fact that uranium has more than one type of atom or isotope. The two principal isotopes, Uranium 235 and Uranium 238, have to be separated physically because they have the same chemical make-up. Uranium 235 is the important isotope for nuclear power station fuel, but there is only one atom of Uranium 235 for every 140 atoms of Uranium 238 in natural uranium. It is therefore necessary to enrich the uranium supplied to power stations by increasing the number of Uranium 235 atoms in the fuel elements.

Enrichment is possible because when uranium is made into uranium hexafluoride gas, the two atoms have slightly different weights. In a diffusion plant uranium hexafluoride is pumped against porous barriers. The Uranium 235 molecules move more rapidly than the Uranium 238 molecules

and hit the barrier more often, so passing through at a greater rate. Diffusion units as well as being energy-intensive have to be built on a large scale involving a large amount of speculative investment.

In centrifuge processing the hexafluoride gas is spun in rotors at speeds of 1,000 revolutions a second so the lighter uranium flows to the top of the rotor housing and the heavier enriched uranium to the bottom, where it is drawn off and fed into another cascade where the process is repeated until the uranium contains Uranium 235 at a level of about three per cent.

Urenco, through its British partner, has direct experience of both systems. At Capenhurst in the 1960s the diffusion process was used, but it was closed down. Britain became totally committed to the German and Dutch partnership.

Mr Paleit, a German who has now been with Urenco in the UK for 16 years, said: "The advantage of our system is quite clear. When we win new customers we can easily build new equipment. The time taken to install the new plant to supply a new utility takes the same time as it does to build a new nuclear power station, so when the station is ready we are ready to provide its fuel."

"This means that we have absolutely no under-utilized capacity, and in many ways Urenco must be one of the most successful joint projects between nations."

SIEMENS

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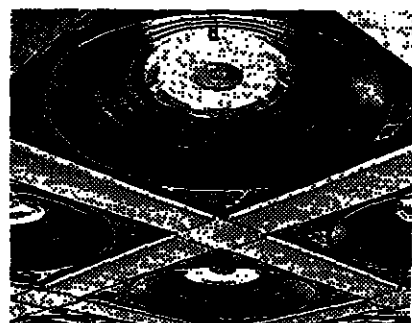
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Some of the Siemens luminaires installed in the Lloyd's building

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GERMAN INDUSTRY IN BRITAIN/6

FOCUS

The problems of setting up a new life

Reinhard Eitner, managing director of SAP, the computer software specialist which is one of the newest West German companies in the United Kingdom, has a minor problem to sort out, writes Malcolm Brown.

He has found splendid offices for his company at Eton (next door to the college bostard), recruited staff, and enrolled his children at a famous German school near Richmond. All he needs now is to find somewhere to live within driving distance of the school.

There are plenty of properties in Richmond, he says, but you need to be very wealthy to afford them. "Home prices in this area are unbelievable," says Herr Eitner. "From £350,000 upwards there's no problem."

SAP moved into its offices at the beginning of May. Before that Herr Eitner, a 38-year-old math-

ematician, was virtually operating out of a suitcase. He finally chose Eton for two reasons: it was near, but not in, London, and close to Heathrow Airport.

Computer software being the business it is, he needs to be within easy reach of the SAP group's research and development laboratories at Walldorf, near Heidelberg, West Germany. He must also be able to commute at will between the UK and the 10 European countries in which the group is now established.

The SAP group is still very young. It was set up only in 1972, but has grown rapidly. Its turnover has expanded more than tenfold,

to DM143 million a year, since the start of the 1980s. It has more than 900 customers worldwide, many of them multinationals. Most of the group's foreign subsidiaries were set up within the last two years.

Part of the strategy was to be able to service in other markets the companies with which SAP already did business in Germany, but that alone would not have justified the major investment involved. The real potential, says Herr Eitner, is in developing the local market in each country.

"Initially we'll benefit from the multinational connections that we have, but that is not the true reason we're here. The reason

we're here is because we believe there's a very big local market for our products. We believe we've got very good products that will help UK companies enhance their competitive situation."

Big UK companies like ICI Paints and Esso Petroleum are already customers, but SAP is now targeting smaller to medium-sized companies by adapting its software to run on machines at the smallest end of the mainframe computer market.

He anticipates rapid growth in the UK. He expects his staff to expand to about 20 next year and 30 the year after. Turnover should be around £1 million during the

first year, £2 million in the second and £3.5 million in year three.

Although he has been in the Eton offices only a matter of weeks he is already looking ahead two or three years and believes SAP will probably have to move to bigger premises. Another option will be to expand geographically, perhaps opening an office in Edinburgh or Glasgow eventually.

Dealing with property will be one of the tasks he approaches with something less than enthusiasm. Doing business in the UK is fine, but the ways of the UK property business are a mystery to him. "When I first came over, I thought I'd find a property, go to

the agent, sign a contract and that's it," he says. "It doesn't work that way." He found he needed a whole raft of professionals, all of whom had to be paid.

The UK assignment is for three years initially, with an option to stay longer if he wishes. Being located in one country will be quite a change for him. Over the past three years, though based in Switzerland, he has been shuttling between Britain, Italy and France.

The stability of a posting like the UK is obviously welcome, but there are still problems, particularly the sort of domestic hassles which any family accepting an expatriate posting has to face. The

children's education, for instance, has to be considered very carefully.

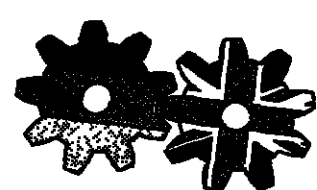
His boys are aged five and seven, which means they have not yet got a real grounding in their own language and culture, and Herr Eitner has had to find somewhere for them which can provide a good German education, though in an English setting.

But, such difficulties aside, he should be able to settle in quite easily. "I think I'm a true European," he says.

Herr Eitner's principal delight in the UK is the countryside. His pet hate is the amount of time he has to waste just travelling in the capital. "I once spent three hours in a car getting from IBM, Chiswick, to Cambridge Circus." That, he says, is more than twice the time it takes to get from Germany to Heathrow.

JOHN ROGERS

New light shines on the old rivals



The Osram and GEC lighting merger put right age-old ills

Of the 2,500 employees in Britain at Osram-GEC, the lighting and lamps company that has been 49 per cent owned by the German Osram group since 1986, only two, Dr Bernhard Lauffer, the planning director, and Dr George Marsen, the technical director, are Germans, writes Malcolm Brown.

This leads to some odd situations. Dr Lauffer is the company's "link man" with Osram in Munich and as such is a crucial member of management but, because he and Dr Marsen are the only German-speakers at the Wembley and Oldham plants, he often finds himself having to spend part of his time in a more menial role, as a German-English translator.

And, paradoxically, since most of the senior staff at Osram's Munich headquarters speak and write lucid English, it is not high-level communications which call on his linguistic skills, but material generated at a much lower level in the German company.

Historically, Osram and GEC were competitors. But after the First World War GEC got the right to use the Osram name in Britain and the Commonwealth. This rankled, and for decades thereafter Osram, a subsidiary of Siemens, wanted to get back the rights to its name.

"It's rather awkward if you are a company called Osram

and you can't use the name," says Dr Lauffer. Osram itself had to sell its products under the name Wotan.

Finally, in April 1986, GEC agreed to sell Osram a 49 per cent stake in the lighting company. GEC wanted Osram to be an active partner and to improve the performance of the company. "This bit of GEC hasn't been its most glamorous part in the past," says Dr Lauffer. It always made good profits, but in the last 10 or 15 years seemed to have lost some of its innovativeness and its competitiveness.

GEC wanted the German company, which has a £700 million a year turnover and is about 10 times the size of the British company, to help it improve its performance.

Dr Lauffer is a key part of that operation. He has direct responsibilities in the British company for improving the use of computers in production and sales, and for rationalizing the distribution network. But it is probably his role as a bridge between the German company and his own that makes the greatest demands on his skills.

Before the link-up took place nobody was really sure how it would operate, and Dr Lauffer thought he might have to go to Germany as often as once a month. In the event, he goes only two or three times a year, but he is still in touch with Germany every day.

The relationship between the German company and the British one seems to have grown organically, each side testing the water, trying to work out the best *modus vivendi*. The decisions, of course, are taken at Osram-GEC's headquarters on the massive GEC estate at East Lane, Wembley, but the inputs from both GEC at group level and from Osram in Germany are crucial.

GEC sets the company tough financial targets, says Dr Lauffer, and Munich provides considerable help on organization and strategy. So although there are only two Germans in the British company there is a fairly steady flow of Osram specialists coming to Wembley to help out on technical matters (the British machinery is generally much older than that in the German plants) and distribution.

Like most German businessmen coming to work in the UK, Dr Lauffer sees differences of style in the way we go about our business. Perhaps the most striking feature of the British, he says, is their ability to fly by the seat of their pants.

"They're more relaxed than the Germans and probably cope better with finding solutions to unexpected situations," he quotes approvingly something he read in the newspapers recently, a remark by a 19th-century aristocrat to the effect that "an Englishman's mind works best when it's almost too late."

He agrees that one of the failings of British industry (though not in his own company) is perhaps the tendency to undervalue technical experts. Such people would be made directors in Germany.

Dr Lauffer enjoys Britain, but he would have to be heroic to enjoy the physical surroundings of GEC at Wembley, a jumble of grim brick buildings which look like nothing so much as an old and down-at-heel army camp. But everything is relative. The Wembley plant was built in 1935. The company's works near Oldham, says Dr Lauffer, are housed in cotton-mills built at the turn of the century. Surroundings, he says stochastically (but not very convincingly), are really just a matter of cosmetics. They'll get round to them eventually.



Seeing the light in an Osram light bulb testing room; Osram-GEC now employ 2,500 people in the UK many of whom are based at the Wembley and Oldham plants

Siemens, the West German electricals and electronics group, first had a British presence 140 years ago — towards the end of the 19th century its UK operations were vast — in Germany itself — and the growth prospects in Thatcherite Britain look likely to provide a re-run.

Jürgen Gebrels, chief executive of the Siemens operations in the UK, does not regret the clamor call. In five years Siemens's UK turnover has more than trebled from £71 million to £225 million. This is expected to rise to about £280 million in the present financial year ending in September, which would be a rise approaching a quarter over the previous 12 months.

Investment and takeover costs have left the UK operation in the red over the past three years but Herr Gebrels hopes this year to break even on UK activities as a whole.

He says: "There are certain limits to growth. So I would feel comfortable with a growth of about 20 per cent a year. By 1991 we aim to have a UK business volume of £500 million."

The drive for growth by Siemens in Britain followed comparisons of corporate plans which showed better growth in the UK over the past five years than for Siemens in Germany. The result is an extensive expansion plan for Siemens in the UK following their rebuilding in the mid-Sixties.

The company's key sectors targeted are medical engineering, factory automation, information systems, electronic components and telecommunications networks.

£225m turnover for Siemens UK

The biggest Siemens plant in the UK is at Congleton, Cheshire, the headquarters of the energy and automation group. Factory automation equipment is the main product range but there is also electronic sub-assembly work and more traditional electrical engineering.

The Gebrels plan is to spend another £70 million between now and 1991 in expanding Siemens interests in the UK, and part of it is a £15 million plan to enhance Congleton's manufacturing capacity. The money will go on building over the next two to three years at Withington. Manchester, a home for marketing, design and development and training activities, which will be moved from Congleton.

The core plan is to use Congleton to develop manufacturing particularly of factory automation equipment, for world markets. A new type of electronic equipment for controlling electric motors will also be produced at Congleton, again for world markets.

Of the present 800 workforce at Congleton, 300 will go to Withington where the number of employees is expected to treble provided trade growth comes up to expectations. One

of three design and development centres being set up will go to Withington, the two others being located at Reading and Croydon.

The total Siemens workforce in the UK now stands at 3,000 thanks to a variety of subsidiaries operating around the country.

A marketing operation for medical engineering products, headquartered at Sunbury on Thames, Middlesex, is a key operation because Siemens is the largest supplier worldwide of such products ranging from tiny hearing aids to magnetic resonance body "imaging" machines weighing several tons. There are 11 regional offices buttressing the sales and servicing efforts on medical engineering.

Marketing of electronic components and computer networks are also centred on Sunbury. Marketing of communication and information systems, from computers and printers to fax machines and telephone-related products, is at Feltham, Middlesex.

Communications Control at Purley, Surrey, is involved in communications software while Ferranti Measurements Limited (FML) at Oldham, Lancashire, is after many years manufacturing traditional

electricity meters developing a new generation of meters using electronic technology. It has plans for expanding more widely in the measurement sector; a new type of gas metering device employing electronic technology is being worked on.

Medical Production at East Kilbride, near Glasgow, produces heart pacemakers. Norton Telecommunications at Luton, Bedfordshire, markets telecommunications terminals, and the Sheerway Technology Group at Woking, Surrey, is a consultancy and systems projects management business in undersea work for offshore oil and gas operations.

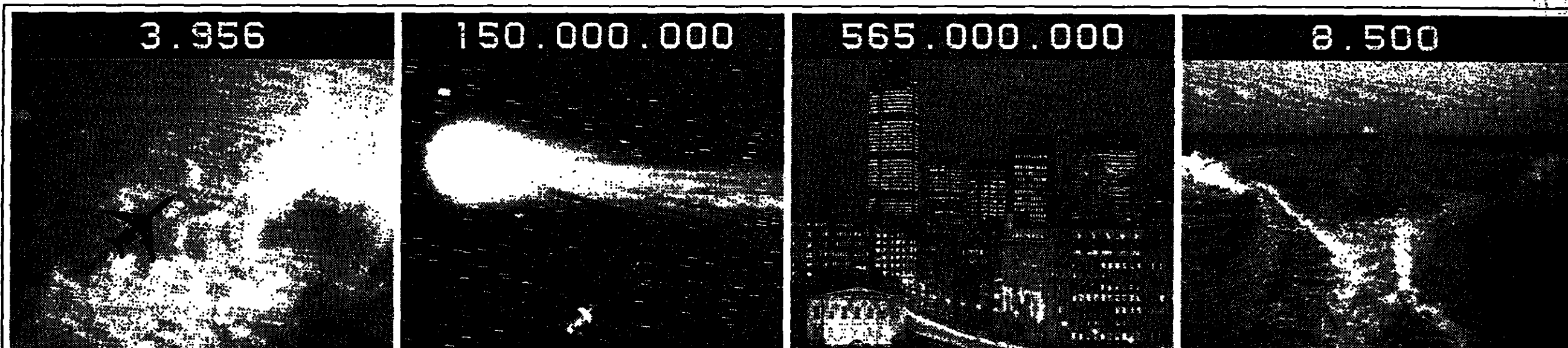
Hearing-aid assembly is at Aylesbury, Buckinghamshire, by Siemens Hearing Instruments, with linking retail outlets under the Siemens banner.

Siemens sells its own domestic electrical appliances in the UK including washing machines, dishwashers and refrigeration equipment.

Affiliated companies in which the West German concern has stakes have also taken Siemens in the UK into computer information systems, reprographic equipment for newspapers and other publishers, control systems for sound studios and lighting equipment, electrical relay units for vehicles and specialist diodes.

Siemens has a 49 per cent stake in Wembley-based Osram-GEC, the lighting company. Osram was originally a Siemens brand. The controlling stake is with the UK's GEC.

Derek Harris
Industrial Editor



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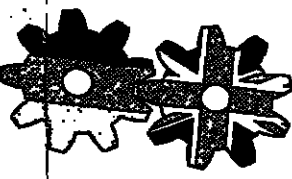
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GERMAN INDUSTRY
IN BRITAIN/7From a staff of
five to an £18m
turnover

Malcolm Brown
on how Miele
became a
household name

Miele, the west German domestic-appliance manufacturer, has been in the UK for a quarter of a century. Herr Karl-Heinz Wedekind, chief executive of the British subsidiary, has not only been with the UK company all that time, but set it up himself.

He came to Britain in 1962 to do a market-research study of Miele machines, returned the following year to set up a Miele stand at the Ideal Home Exhibition and got such a positive response that he stayed.

Herr Rudolf Miele, one of the so-called "owning partners" of Miele, spent a week with Herr Wedekind at the exhibition at Olympia. Herr Wedekind said: "We decided then and then to establish Miele here in Great Britain."

The company started with a small office in Great Portland Street, in central London, a staff of five and a turnover in its first 16 months of just over £53,000. Today, it has a modern headquarters at Abingdon, near Oxford, employs about 200 and has a turnover of more than £18 million.

The Miele group is nearly 90 years old, and in all that time has been privately owned and controlled by two families: the Miele and the Zintanns. Herr Rudolf Miele and Dr Peter Zintann, joint managing directors, are the grandsons of the founders, Carl Miele and Reinhard Zintann, who at the turn of the century began to build the family fortunes, first with cream separators and then wooden-tub washing machines.

The British company, like the other overseas subsid-

aries, is a sales rather than a manufacturing operation. Abingdon is an ideal town for the UK headquarters. It is very central as a distribution point and only five miles north of the "inland port" of Milton, so that Miele container lorries can clear customs practically in the company's own backyard.

Though the Miele group, which now employs 13,500 people worldwide, is still very much a family concern run like a family, said Herr Wedekind, but that does not mean that local initiative is stifled. There is constant contact with headquarters in Gütersloh, Westphalia, but the British company, says Herr Wedekind, enjoys "relatively speaking an agreeable amount of freedom."

It has to follow company rules and policies, "but to a very large extent it is then up to us how best to interpret it and how best to market machines in this country. Obviously there is a strict reporting system."

"We exchange information with Germany, and they get statistical updates from us on a monthly basis."

"But we are free to determine how to advertise, where to advertise, how to promote, how best to develop our business in this country. And I must say that has been a philosophy within Miele that has paid dividends."

The group aims its products very much at the up-market customer, in advertising lan-



Karl-Heinz Wedekind
started the British operation
for Miele in 1963

guage, the As and BIs. It sees places like Harrods rather than middle-of-the-road chain stores as its natural habitat, and advertises in publications like *Homes and Gardens* and *The Sunday Times* magazine rather than mass-market outlets like *Woman's Own*.

"We look after the more discerning part of the market," says Herr Wedekind. "We can sell our products to those people who appreciate quality, want the best, good after-sales service and trouble-free appliances to start with. The UK slogan is 'Anything else is a compromise.'"

If that kind of strategy is to continue, of course, demand is going to depend on a steady increase in the British standard of living, so that more people will enter the kind of market segment Miele is aiming for.

Herr Wedekind is optimistic. He thinks successful British economic policies and the greater pan-Europeanism which will occur when the customs barriers come down in 1992 are all pressures pushing in the right direction.

Herr Wedekind is an Anglo-ophile. He has stayed here for 25 years for the simple reason that he likes Britain and the British. "My home is in northern Germany," he says, "and the north Germans are perhaps, particularly in temperament and many other ways, similar to the British."

He married a Scottish woman. His daughter, raised and educated here, is now studying law at Oxford, so the British ties are becoming ever stronger. He is 57, and expects to stay in the UK when he retires in the mid-1990s.

"To what do I return?" he asks. "You can't relive your memories. My family home isn't there any more because my parents passed away, so there's nothing to go back to and call 'home'... I think it will be much easier for me to continue to stay here."

"After all I'm settled. You can't live for 25 years out of a suitcase hoping to go back one of these days and the sooner the better. It's ridiculous." Herr Wedekind. You're either here or you aren't, and you're either happy or you're not happy. I haven't found any difficulty."



Holsten Pils goes on the road: Some is brewed in Britain but some is genuinely German beer, coming here in bulk from Hamburg

Foreign brews that are
made in this country

Much of the German beer drunk in Britain is imported — the United Kingdom is the biggest single importer of German beer worldwide. But much is also produced in the United Kingdom, being brewed under licence and supervision from Germany, writes Derek Harris.

It is all part of the lager revolution. Nearly half of all beer drunk in the UK is now lager and penetration of the beer market of this essentially continental-style drink is still increasing steadily, at a rate of about 2 per cent a year.

Mostly in the
premium sector

The word lager is derived from the German, meaning to store, the lager process being a longer one than for producing ale, at one time most Britons' favourite choice in all its bitter and mild forms.

German lagers fall mostly in the premium sector, with some brands among the best known in the UK. Munich's Löwenbräu, which with its exports to about 100 countries claims to be Germany's biggest beer brand, is brewed in the UK by Allied-Lyons.

That other leading German lager, Holsten, is brewed in the

UK by Grand Metropolitan as well as being bottled and canned here from bulk supplies shipped over from Holsten's base in Hamburg. Grand Metropolitan's beer subsidiaries include Watneys and Truman, whose Stag Brewery at Morlake, Surrey, brews Holsten lager.

Holsten claims to be the biggest selling German lager in the premium sector in Britain.

Another large-scale seller is the German-style Hofmeister, produced by Courage, the brewing arm of Hanson. The name was created for the UK market but the lager was developed by the German brewer, Henniger.

Courage, which brews Hofmeister at Reading, Berkshire, and sells on draught and in cans, claims the brand to be in the top half-dozen bestselling lagers in the large-volume, or standard-brand, sector.

Courage says that when the brand was launched in the 1970s the German image was

considered important but later the traditional Henninger bear symbol was developed promotionally for the UK as the much more British-seeming George the Bear now well-known through extensive television advertising.

Specialist lines,
one a pils

Samuel Smith, the independent brewer at Tadcaster, North Yorkshire, was an early producer of a German lager under licence, the main production being of Ayringerbräu on draught.

There is the Faust brand brewed by Eldridge Pope at Dorchester in Dorset and Brains at Cardiff, South Wales. Royal Hofbräu is brewed by another Dorset brewer, Hall and Woodison of Blandford Forum.

Brewing under licence makes sense because transporting liquid at the sort of

prices beer commands is a relatively expensive way of getting the product to the consumer.

The greater the volume sale the more this tends to be true. But different German brewers sometimes adopt contrasting solutions.

In the pils lager sector, dominated in the UK by Holsten with well over half the market, Holsten Pils is imported while Löwenbräu Pils is brewed at Wrexham. Löwenbräu Special Export is brewed in Munich, brought in tankers to the UK and bottled here.

Among the brands, sold in draught as well as being packaged in cans or bottles, which are brewed in the UK is Löwenbräu Strong. Allied-Lyons has seen such growth in sales, that brewing of the German range is now done not only at Wrexham but at Romford, Essex.

Löwenbräu, though lagging behind Holsten in the premium-lager sector, is claimed

to be the fastest growing lager in this part of the market, having seen sales rise by a half in each of the last two years.

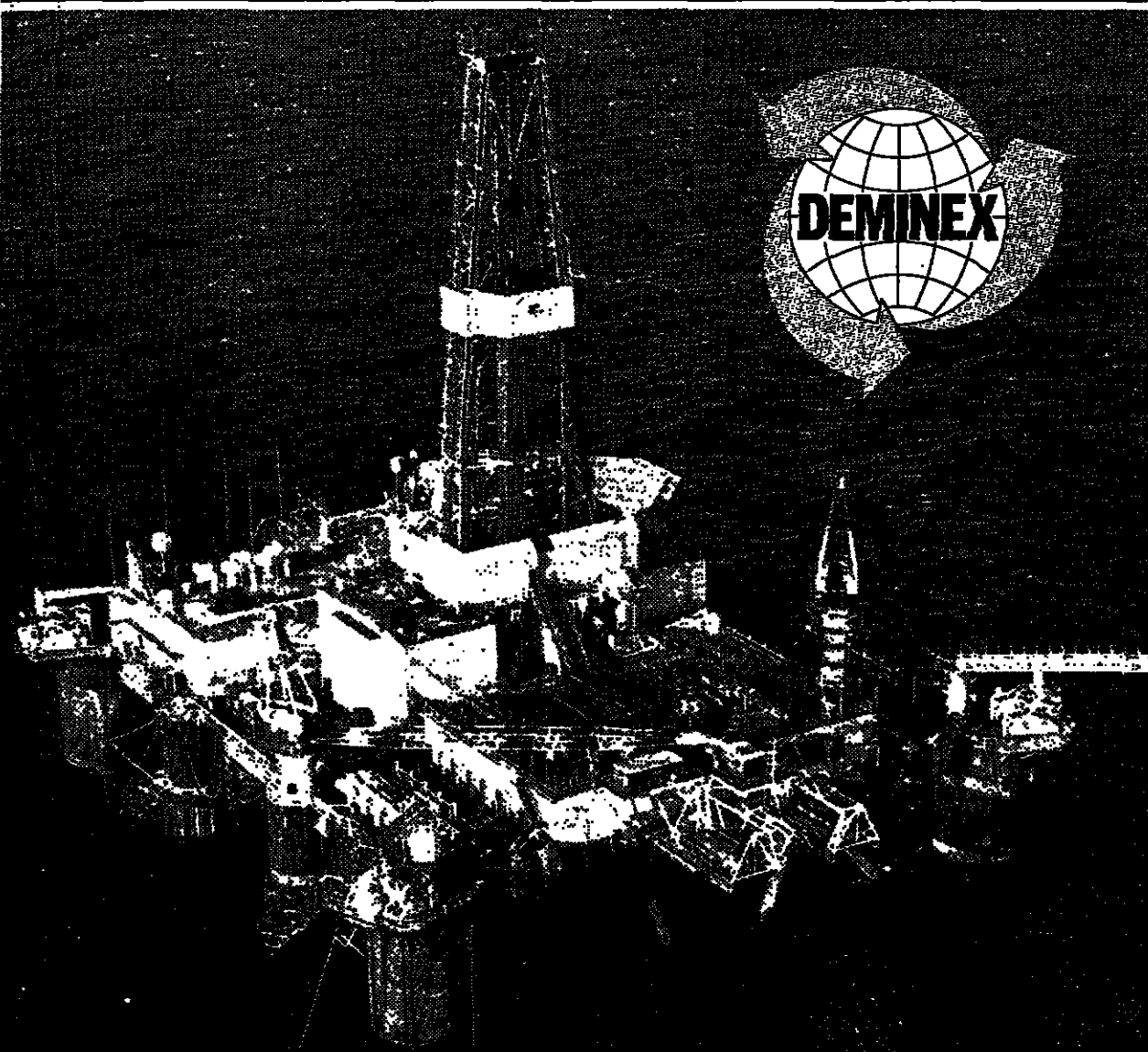
The British-brewed Löwenbräu is a similar product to that which comes from the city centre brewery at Munich. Mr Mackay maintains. The British brew would meet the German purity laws.

Yet there are variations that have to be juggled, such as the difference in the water used. He said: "There are those in Munich when they have come to taste our product who have admitted that ours as a brew has a subtle edge on theirs."

It was decided to brew the pils brand in the UK because it was felt this style of lager was less able to withstand the rigours of travel. The characteristic of pils lagers is that more sugar is turned to alcohol, producing what in the trade is known as a highly attenuated beer.

Holsten on the other hand says it has had no problems when shipping over its pils, which pioneered this style of lager in the UK. The Holsten share of the sector has reached 65 per cent.

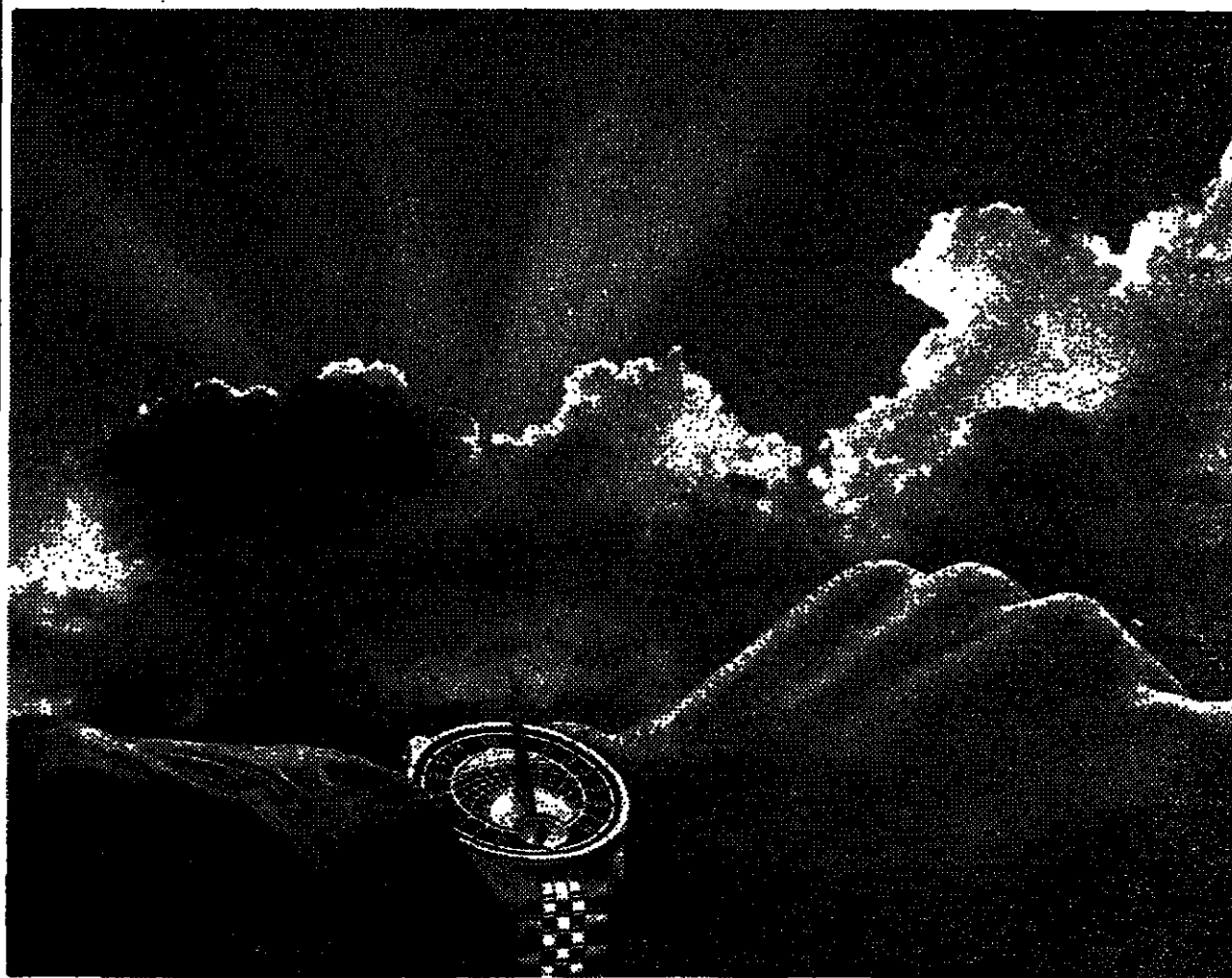
One reason it was decided to brew Holsten Export in the UK was because as a premium-draught product, it is in the fastest-growing sector of the lager market.

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Klöckner's managing director, Hans-Joachim Pretzell, in his London office: British money aided negotiations

Klöckner has introduced its own local variant of this, and Hans-Joachim Pretzell's ideas of the subject are worth listening to in the current debate on management education.



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The company is also benefiting from the coming-on-stream of the Thames gas fields complex in late 1986.

It was the fruit of months of energetic negotiation by Klöckner's managing director, Hans-Joachim Pretzell, in which one deciding factor was the availability of a soft loan to the buyers from Britain's Overseas Development Administration. The work was then steered to a number of British companies, notably British Shipbuilders and Northern Engineering Industries. It was also the largest single contract

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Klöckner already has a British chairman, Sir Jock Taylor, a former ambassador in Bonn.

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EDUCATION

The battle of the budget

John Brackenbury, a retired headmaster, remembers 1961 well, especially the day when a large tarmac spreader appeared, unannounced, at Impington Village College, near Cambridge, to resurface the car park. Mr Brackenbury, a former Cambridgeshire Education Committee chairman, says 27 years later: "I fumed, huffed and puffed, to no immediate avail. But I remembered, and, in the fullness of time, I had my reward."

He was talking about Local Financial Management (LFM), the scheme which the Government prefers to call Local Management of Schools (LMS).

In the early Sixties, when Mr Brackenbury was warden of Impington college, he was desperately trying to secure "half" a laboratory assistant to make a whole one. The laboratories at the college were dispersed and the existing part-time assistant was perpetually on safari between them. He discovered that the car park resurfacing — something he thought was "quite unnecessary" — cost about the same as the missing lab assistant's annual salary.

It is his firm belief that in most cases the person on the spot knows best. And this is the crucial thinking behind LFM, started in Cambridgeshire, Hertfordshire, the Inner London Education Authority, and Solihull, praised by Kenneth Baker, the Education Secretary, and subsequently included in the Education Reform Bill which is expected to receive the Royal Assent in the autumn.

LFM gives heads and governors freedom to spend their own budgets, and transfers financial responsibility for staff.

One primary school taking part in the LFM pilot scheme saved £9,200 a year

supply cover, books, equipment and furniture from local education authorities to the schools.

Despite disputes about budget formulae, in the main, teachers, heads, governors, parents and teaching unions are broadly in favour of LFM. It gives schools more flexibility and allows them to spend their funds more effectively.

Buckden Primary School, Cambridgeshire, for example, saved £9,200 in one year. Buckden, the only primary school in Cambridgeshire's 1982 pilot scheme, saved money on supply teaching, electricity, oil, telephone and water. Economies were achieved by using cheap telephone time, pupil post, arrangements for evening classes which did not involve heating the entire school for one flower club, installing gadgets in the urinals which saved hundreds of gallons of metered water during weekends and holidays, and more thoughtful use of electricity.

Buckden's teachers and governors reckoned the school's running costs were between £20,000 and £2 million. The budget was £165,450.

Linda Blackburne looks at an important provision of the Education Reform Bill which gives school heads and governors the freedom to spend their own budgets

Scores of books, and leaflets have been written about LFM and its operation. But one of the best sellers is the report, *Local Management of Schools*, by Coopers and Lybrand, the City accountants, which says LFM will cost money for training, computers and support.

The report, which was written for the Department of Education and Science, says schools are unlikely to make overall net savings. The latest LFM material to appear on the education scene is a piece of research by John Baugh, deputy head of Manor Community College, Cambridge, on LFM's "hidden agenda". It fills a gap in the knowledge of how LFM has changed schools in the Cambridgeshire scheme.

Mr Baugh's key finding is that schools which operate LFM are more open and have better communications. Moreover, he believes that schools would never have become more communicative without LFM acting as a catalyst.

Mr Baugh, who has been awarded an MA for his research by East Anglia University, said: "There appears to be considerable evidence building up in this section to indicate a general trend among these schools away from more authoritarian styles towards more open patterns of management."

"It seems also that, at least among these schools, the whole organisational *modus operandi* is similarly moving conclusively away from rigid bureaucratic systems towards more humanistic methods."

The fact that only three out of six schools on which Mr Baugh wanted to base his research agreed to take part further underlines his key finding. Of the three refusals, one clammed up, one had a new head who did not feel confident to pass comment, and the third, also with a new head, was too guarded about the school's circumstances.

Mr Baugh said: "On the whole it is rare for schools to close their systems to the outside world because of LFM. But there are good reasons why it does happen. This sort of management would not suit me, but a lot of people agree with it."

The tight-lipped Cambridgeshire school drew its children from a socially disadvantaged area, according to Mr Baugh,

and was in direct competition with a neighbouring, more popular school. Heads keen to promote less popular schools often refused to discuss their tactics publicly — there was a "loud silence" when people made enquiries.

In many schools operating LFM, gone are the days when a department head would receive a piece of paper telling him or her how much money had been allocated for that subject (the department head was supposed to keep the amount a well-guarded secret).

Now, after initial mistrust with teachers asking for more money than they needed, there was a confident air of collective responsibility.

LFM, argue Mr Brackenbury and Mr Baugh, should guard against potentially megalomaniac head teachers keen to run their schools in autocratic style.

The study team which wrote the Coopers and Lybrand report, while stressing costs, agrees: "It is difficult to say whether in the long run LMS by itself would lead to net savings or not costs; the position will vary considerably between local education authorities. On balance, we would be surprised if there were net savings."

"However, we have stressed how important it is that LMS should not be seen as a means of cost reduction; its purpose is to produce a more effective and responsive school system, not necessarily a cheaper one."

The team's option on cost started the provinces, but the Department of Education and Science said there were "no

Those at the grassroots care more about good decor than distant local authorities

surprises" in the report. Meanwhile, though Mr Brackenbury got his reward in the shape of LFM, heads in Cambridgeshire are still having problems with tarmac spreaders. But when the Education Reform Bill becomes law, all LFM schemes will include building maintenance.

Some schools believe they have not the expertise to deal with property upkeep; others say that those at grassroots care more about good decor than the distant local education authorities. But that does not mean the authorities will be alienated.

"I am sure that LFM will encourage leadership based on genuine consultation in schools and that it will strengthen links between local authorities, governing bodies, and school communities," said Mr Brackenbury.

John Brackenbury tells his story in *Local Financial Management in Schools*, edited by Peter Downes (Basil Blackwell, £6.95). John Baugh's research paper is at East Anglia University library.

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The Council of The Royal Veterinary College invites applications or nominations for the appointment of the Principal of the College to succeed Dr A O Betts, BSc MA PhD MRCS, who retires at the end of December 1988. The successful candidate will preferably, but not necessarily, be a veterinary surgeon.

The appointment is full-time. Membership of Universities' Superannuation Scheme is available. A family sized flat is provided on College premises.

Correspondence should be addressed to the Chairman of the Council, Mr J R Moss, CB MA, The Royal Veterinary College, Royal College Street, London NW1 0TU, from whom further details may be obtained on written request. All envelopes must be marked CONFIDENTIAL S. The closing date for applications is 16 September 1988.

UNIVERSITY OF LIVERPOOL

Applications are invited for the following SERC CASE studentships commencing in October 1988.

1. Design and Selection of High Speed Electro-Mechanical Systems with Computer Simulation and Expert Systems.
 2. A structured Approach to Manufacturing System Design.
- These projects will be carried out in collaboration with Unilever Research at Port Sunlight. Full SERC Grants plus additional allowances will be provided to the successful candidate.
- Two SERC CASE studentships are also available in the area of advanced manufacturing systems and technology including:
- Real Time FMS Monitoring and Diagnosis.
 - Quality Management for Advanced Manufacturing Systems.
 - Design of Organizational Systems.
 - A Structured Approach to Management Information Systems.
- Applicants should possess or expect to receive a first or upper second degree in engineering, science or social science, and have a strong interest in the above areas. Applications should be sent to Professor J S Halliday, Department of Industrial Studies, The University, P.O. Box 147, Liverpool L69 3BX. Telephone 051-709 6022 Ext. 2353.

Further details are available on request to Professor Halliday.

UNIVERSITY OF OXFORD

Temporary University Lectureship
in General Linguistics

Applications are invited for the above post, to be filled from 1 October 1988, or as soon thereafter as possible. The appointment is for two years from 1 October 1988 to 30 September 1990.

Stipend according to age on the scale currently £9,865 - £20,615 p.a. Further particulars from Dr. A.M. Kopperman, University College, Wellington Square, Oxford OX1 2JD, to whom applications (eight typed copies, one from overseas candidates) should be sent to arrive by 1 August 1988.

The University is an equal opportunity employer.

UNIVERSITY OF WARWICK

Warwick Business School

Lectureships in
Accounting and
Finance

As part of the continuing expansion of Warwick Business School, vacancies exist for further lectureships in the School's Accounting and Finance Group. Candidates should be able to demonstrate a strong academic background and a commitment to research. The post provides the opportunity to teach on a variety of programmes, including specialist undergraduate, MBA and post-experience.

Applications are welcome from suitably qualified candidates from any part of the field, with a preference for research interests in the capital markets and investments area.

Salary on either the Lecturer grade A scale: £27,355 - £36,775 pa or the Lecturer grade B scale: £24,245 - £32,810 pa. The School has a substantial post-experience programme, and members of staff may be able to generate substantial additional income from teaching on these programmes, and from consultancies, with the prior approval of the Chairman of the School.

Application forms and further details may be obtained from the Registrar, University of Warwick, Coventry CV4 7AL (0203 523627), quoting Ref. 46/2A/87/J. Closing date for applications is 19 July 1988.

AN EQUAL OPPORTUNITIES EMPLOYER

UNIVERSITY OF NEWCASTLE UPON TYNE

DEPARTMENT OF POLITICS

LECTURER

The University invites applications from men and women for this temporary post which is available from 1st September 1988 and will run for eleven months.

Strong preference will be given to candidates who are specialists in East Asian Politics, with particular emphasis upon one or more of the smaller territories such as Korea or Taiwan, and/or on pre-Communist China. In the event of there being no appropriate candidates in this field the Department would wish to appoint a specialist in either British, or West European, or Comparative Politics. If a candidate with a specialism in East Asia is appointed he or she will be a member of the new Joint Centre in East Asian Studies being established in collaboration with the University of Durham.

Salary, according to qualifications and experience, will be on the Grade A Lecturer scale: £9,260 - £14,500 per annum.

Further particulars may be obtained from the Senior Assistant Registrar (Establishments), The University, 6 Kensington Terrace, Newcastle upon Tyne, NE1 7RU, with whom applications (three copies), with the names and addresses of three referees should be lodged not later than 11th July 1988.

THE UNIVERSITY
OF BIRMINGHAMHEADSHIP OF THE NEW
SCHOOL OF CONTINUING
STUDIES

(professional-level appointment)

Applications are invited from candidates with an appropriate background in higher, adult or continuing education, including post-experience work, for the headship of the new School of Continuing Studies. The salary will be in the professional range (minimum £23,380). The title of Professor will be conferred on a candidate of suitable distinction.

Further particulars are available from: Registrar and Secretary (EB), The University of Birmingham, P.O. Box 363, Birmingham B15 2TT. The closing date for applications is 1 September 1988.

UNIVERSITY OF OXFORD

PROFESSORSHIP OF EDUCATIONAL STUDIES

The electors intend to proceed to an election to the newly-established Professorship of Educational Studies, combined with the Directorship of the Department of Educational Studies. The stipend of the professorship is at present £28,700 per annum.

Applications (ten copies, or one from overseas candidates), with three referees should be received not later than 22 August 1988 by the Registrar, University of Oxford, Wellington Square, Oxford, OX1 2JD, from whom further particulars may be obtained. The University is an equal opportunity employer.

UNIVERSITY OF BRISTOL

Accountants

Applications are invited from qualified accountants for two posts in the Finance Office. The salary scale is £16,345 to £19,310 p.a.

The main duties of both posts will be to provide the management information service to academic departments, and the people appointed will be expected to form close working relationships with the departments concerned. Candidates should have experience of computerised accounting systems.

Further particulars may be obtained from the Finance Officer, Senate House, 15 Broad Street, Bristol BS1 1TL. Applications should be sent to him by 12th July. The University does not issue application forms.

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LADIES' COLLEGE

ENTRANCE

SCHOLARSHIPS

1989

Awards will be offered on the results of examinations to girls wishing to enter the 1st, 2nd, 3rd or 6th years as follows:

For girls entering the 1st, 2nd or 3rd year:

1 Centenary Scholarship worth two-thirds of the annual fees.

1 Major Scholarship, worth half the annual fees.

1 or more Minor Scholarships, worth one-third of the annual fees.

1 Major Music Scholarship, worth half the annual fees.

For girls entering the Sixth Form:

1 Major Scholarship worth half the annual fees.

1 Major Music Scholarship, worth half the annual fees.

1 or more Minor Scholarships, worth one-third of the annual fees.

1 Art Scholarship, worth one-third of the annual fees.

2 Sixth Form Day Girl Bursaries, each worth half the annual fees.

CLOSING DATE:

SIXTH FORM

JUNIOR SCHOOL - 15TH OCTOBER 1988

SENIOR SCHOOL - 1ST DECEMBER 1988

Sixth Formers will work the examination in the Autumn term 1988.

Junior candidates will work the examination in the Spring term 1989.

Application forms from The Registrar, Cheltenham Ladies' College, Cheltenham, Glos. GL50 3EP.

FELLOWSHIPS

UNIVERSITY OF OXFORD

PROFESSORSHIP OF

EDUCATIONAL STUDIES

The electors intend to proceed to an election to the

newly-established Professorship of Educational

Studies, combined with the Directorship of the

Department of Educational Studies. The stipend of

the professorship is at present £28,700 per annum.

Applications (ten copies, or one from overseas

candidates), with three referees should be received not

later than 22 August 1988 by the Registrar, University

of Oxford, Wellington Square, Oxford, OX1 2JD, from

whom further particulars may be obtained. The University is an

equal opportunity employer.

The University
of DundeeNCR Industrial Chair
in Mechatronics

A new Industrial Chair in Mechatronics funded by NCR (Manufacturing) Ltd in Dundee will be tenable in the Department of Applied Physics and Electronics and Manufacturing Engineering after October 1988. Applications are invited from those who have an outstanding professional/research record in design, analysis, programming and control aspects including areas of software development, automated assembly and manufacturing quality of Electromechanical Systems. The holder of the Industrial Chair will spend 3 months each year as a senior member of staff working at NCR Dundee. Of the remaining 9 months in the University, one-third of the time will be spent on projects of mutual interest to the Professor and NCR.

Further particulars from, and applications, with C.V. (6 copies or if posted overseas, one copy in a format suitable for photocopying) and the names and addresses of three referees to, the Personnel Office, The University, Dundee, DD1 4HN by 12 July, 1988. Please quote reference EST/19/88/7.

UNIVERSITY OF LONDON
SCHOOL EXAMINATIONS BOARDASSISTANT TO ENGLISH
SUBJECT OFFICER

A vacancy exists for a person to provide assistance with the organisation of GCE examinations in English. Applicants should have at least an A level in English and preferably be educated to degree level and must have previous office/administrative/organisational experience. Teaching experience would also be useful. Keyboard skills and a working knowledge of statistics would be advantageous. Starting salary will be at a point determined by age, qualifications and experience on the scales £7,775 to £9,275 or £8,990 to £10,414 per annum (under review). Four weeks leave plus Public Holidays plus six further days.

For further information and an application form please contact Miss J Slater, Personnel Officer (SEB), Stewart House, 32 Russell Square, London WC1B 5DN. Telephone 01 636 8000 ext. 4554. Closing date for receipt of applications: 4 July 1988.

UNIVERSITY
OF DUBLIN

TRINITY COLLEGE

LECTURESHIP IN LAW

(Established under the terms of the Reid Trust)

Applications are invited for the above post to Trinity College, Dublin. This appointment is subject to a Trust Deed, and involves the holding of the Reid Professorship.

Candidates must be aged 35 or under, hold a first class honours degree in Law, and have completed or expect to complete a postgraduate diploma in Law. The holder of this post must be a member of the Bar of the Republic of Ireland or of Northern Ireland. The holder of this post may practice as a Barrister in the Circuit Courts in Dublin. If there is no suitable candidate with such a professional qualification then a graduate in Arts or Law of any University may be appointed.

Salary scale: RE10,034 - £21,189 per annum. The successful candidate will be made within the salary range RE10,034 - £21,189 per annum, at a point determined by age, qualifications and experience to date. Applications and further particulars relating to this post may be obtained from the Registrar, Trinity College, Dublin 2. To whom completed applications should be returned by not later than 21st August, 1988.

Unsuccessful candidates will be notified by not later than 21st August, 1988.

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01-481 4481

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£8,500 + Benefits
Leading US stockbrokers based in the City have an opportunity for an excellent college leaver with good secretarial skills. Top level clerical position in an exciting field. Bright, outgoing and professional personality essential. You could not have a better start.

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For St Johns Wood entrepreneur
£11,000 pa

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SECRETARY TO TWO
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Office
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Benefits include annual bonus, LV's, free product entitlement and the use of the company gym.

If you feel you possess the necessary qualities to fill this position, please write enclosing full CV, daytime telephone number and approx salary expectation, to Joy Hamlyn, Personnel Officer, Polygram International Limited, 30 Berkeley Square, London W1X 5HA.

PolyGram

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Areas of the subject taught to 'A' level and beyond include fine art, graphics and 3-D design as well as history of art.

Candidates with a particular interest in C.D.T. will be favoured and enthusiasm for extra-curricular activities is also essential. The post might suit someone with an industrial/design background wishing to come into teaching.

Applications, together with a full curriculum vitae and the names, addresses and telephone numbers of two referees should be sent to the Headmistress, St. Leonards School, St. Andrews, Fife KY16 9QU by 30 June.

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250 SIXTH FORM

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A willingness to assist with extra-curricular activities will be an advantage. Bachelor accommodation may be available. Salary banded plus.

Further details from the Headmaster, Loughborough Grammar School, Burton Walks, Loughborough, Leics. LE11 2DU.

Applications, together with the names and addresses of two referees should be received by Friday, 17th June 1988.

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Part or Full time Economist required for September 1988 or January 1989. For further details, please telephone

The Headmaster,
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OXFORD UNIVERSITY

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Salary dependent upon age and experience, subsidised dining room, twenty days holiday, season ticket loan, contributory pension scheme.

If you are interested in this position, please send your C.V. to
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London, W1M 8AD.

Cameron, Choat & Partners
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Salary: c£10,000 + 2 bonuses + BUPA.
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Cameron Choat & Partners
Bury House, 125-128 Grosvenor Road
London SW7 4ET
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Netherlands 2
Soviet Union 0

A goal of a lifetime here on Saturday illuminated a vision of the future. The extraordinary strike by Marco van Basten crowned the final of the European championship, which offered more than 100 nations live evidence of the game that will be played in the next decade.

After completing his own lap of honour around the Olympic Stadium, the Dutch manager expressed an opinion shared by many: "The two sides played futuristic football," Rinus Michels said. For the flexibility of the formations, subtlety of movement and variation of attack, the game was a revelation.

So were the semi-finals. The Italians and the West Germans can claim some credit for showing the Continent tomorrow's world. The English version — with the flat back four, the tedious offside trap, the rigid midfield structure and the recent return to the long-ball philosophy — belongs to yesterday.

Ronald Koeman and Khidiyatulin were the two liberators in Munich. With the exception of England and the Republic of Ireland, all of the finalists were similarly protected. The argument that the play is negative has no substance. The six sides with either a sweeper or libero scored 30 of the tournament's 34 goals. Without diminishing the efficiency at the back, they were more proficient at the front. Technically and tactically, they were superior.

That The Netherlands should finish as the champions was predictable as long as they were accompanied by luck. Kuznetsov, crucially,

was ruled out by an unreasonable penalty system which favours the hosts. Valeriy Lobanovsky complained justifiably that his central defender should not have been suspended: the first of his two offences was committed a year ago in the qualifying competition. Bessonov was absent through injury.

Protasov was less than fit, Belanov was less than accurate and the Soviets were less than refreshed. "We knew



Group One									
	P	W	D	L	Pts	Goals For	Goals Against	Goal Difference	Rank
W Germany	3	3	0	0	9	10	3	+7	1
Spain	3	2	1	0	7	10	4	+6	2
Denmark	3	1	1	1	5	7	6	+1	3
Sweden	3	0	2	1	2	5	8	-3	4

Group Two									
	P	W	D	L	Pts	Goals For	Goals Against	Goal Difference	Rank
Soviet Union	3	3	0	0	9	10	3	+7	1
Netherlands	3	2	1	0	7	10	4	+6	2
England	3	1	1	1	5	7	6	+1	3
Italy	3	0	2	1	2	5	8	-3	4

that we had to fulfil our potential," Lobanovsky said, and we couldn't do it. They had the advantages of a longer rest and all of their best players were available."

All of them contributed to the first international football triumph in Dutch history. Gullit, following orders to work for the team, rose to the occasion and belatedly resembled the European footballer-of-the-year. He was as influential off the pitch, "Mi-



Comrades-in-arms: van Basten and Gullit, the goalscorers, celebrate The Netherlands' first international championship

chels disclosed. "As a captain, he kept the team together." Van Basten, transformed by his destructive performance against England, "scored decisive goals and Rijkaard has been a key defender, one of the best in the tournament. But there were other important players, like Wouters."

Mühren, appearing for the last time at the age of 37, filled his role in a refined strategy. Michels instructed his side to hit the occasional long ball to break down "the pressing game" imposed so powerfully by the Soviet side, which had opened the tournament by beating The Netherlands in Cologne.

"For 30 minutes, they were the better team," Michels conceded. The destiny of the trophy was then changed by the pair from AC Milan. Without Kuznetsov there to challenge for Erwin Koeman's cross, van Basten was allowed to use his head and so was Gullit, who nodded the Dutch into the lead.

After 10 minutes of the second half, "there was that beautiful moment," as Michels put it. As Mühren's deep cross dropped, van Basten volleyed "the finest goal of my career," a vicious top-spin lob that could not be surpassed at Wimbledon.

It was not yet game, set and

so did the spectators, apart from a few idiotic louts. Jacques Georges, the president of the European Football Union, could claim that "a new spirit of harmony was created." In West Germany,

NETHERLANDS: H. van Breukelen (PSV Eindhoven), A. van Tassel (Arnhem), R. Koeman (PSV Eindhoven), A. van Elteren (PSV Eindhoven), A. Mühren (Ajax), R. Gullit (AC Milan), M. van Basten (AC Milan), E. Koeman (PSV Eindhoven), J. Rijkaard (Real Zaragoza), J. Wouters (Ajax). SOVIET UNION: R. Dussayev (Spartak Minsk), V. Khidiatulin (Spartak Minsk), A. Bessonov (Dynamo Kiev), V. Batist (Dynamo Kiev), S. Alekseyev (Spartak Minsk), G. Protasov (Dynamo Kiev), V. Pavlov (Spartak Minsk), I. Belanov (Dynamo Kiev), A. Mikhaylov (Spartak Minsk), S. Gerasimov (Spartak Minsk), S. Batistchev (Dynamo Kiev). Referee: M. Vautour (France).

for player they outshone every team, the Soviet team not by much. If van Basten was the maestro of the pitch, with a goal which television will not repeatedly feed to us like vitamin C, Michels was the maestro of the bench.

If the FA have any sense, they will employ Michels, should he in his sixties be fit and willing after finishing his contract with Bayer Leverkusen and whatever the price, to come to England and be director of coaching, with every power that is necessary to save British football from further sliding into obscurity. Where were the British managers out here who might have learned how not to be second rate? Where was Alex Ferguson,

who with Manchester United years for prominence. Clough and Venables were earning money on television, yet where were Harvey, Dalgleish and Graham Taylor, the most informed of managers from a professional disgrace. We do not deserve to improve. Roxburgh and Yorath have both been here as national managers.

But then, as Arthur Cox was only saying last season: "Dutch football has never been at such a low ebb." You can't teach the English, xenophobic to the last on the field, and, violently, on the terraces, as proved by these criminal car stickers: "You should be in a car, I smash your face." And the FA still think we should go to Italy in 1990?

RACING

Brave Kahyasi carries cut to Derby double

From Dick Hinder, Dublin

Kahyasi showed true champion qualities in overhauling Insan by a short head after a titanic struggle in yesterday's Budweiser Irish Derby at The Curragh.

Glacial Storm was a further 2½ lengths away third to complete a notable clean sweep for the British-trained colts.

Kahyasi, who started the 5-4 on favourite, was the ninth colt to complete the Epsom-Irish Derby double and his victory was all the more meritorious because he was badly struck into four furlongs from home.

He finished the race with blood streaming down his nose after sustaining a bad gash just below the knee.

Winning rider Ray Cochrane said: "When I asked him to challenge, he didn't quicken and I expected him to do so. But when I got off the horse and saw the state of his leg I could understand why. In the circumstances, he ran a great race."

Insan, too, was courageous in defeat. Paul Cole's colt took up the running half a mile from home and his young rider Richard Quinn dropped his whip in the last 50 yards.

However, he admitted: "I don't think it made any difference to the result. The winner was starting to get a run and although my horse was staying on well all the way to the line I was beaten by a good horse."

Insan was beaten two lengths by Kahyasi in the Lingfield Derby Trial last month when he was trying to concede 5lb to the winner. But he was forced to miss the Derby after bruising a cannon-bone when cast in his box.

Steve Cauthen said of Glacial Storm: "He ran well and had every chance but when Insan quickened, he got right away from me. Possibly, my horse would be suited by more cut in the ground."

Kahyasi in capturing the

£153,250 prize was completing an Epsom-Irish Derby treble for his owner, the Aga Khan, previously successful with Shergar in 1981 and Shahrazad two seasons ago.

Kahyasi's participation in the King George VI and Queen Elizabeth Diamond Stakes at Ascot on July 23 clearly depends on how quickly his cut heals.

His trainer, Luca Cumani, full of praise for his dual classic winner, reported: "I was extremely concerned how deep his gash was as this could affect the

Curragh details

Going firm
3.40 Budweiser Irish Derby (Group 1, 2½ miles, 10 furlongs)
Kahyasi b.c. to De Bourdon - Kahyasi (Aga Khan) 5-4 F. Cochrane (5-4 fmg.)
Insan b.c. to O'Neil - Aramis (Felix Salmon) 9-1 F. Cochrane (5-4 fmg.)
Glacial Storm b.c. to Arctic Tern - Horstmann (R. Sangster) 9-0 G. Cauthen (5-1)

Also ran: 12 Carlo (5th), 14 Hours After (6th), 20 Port Lyautey (7th), 26 Bala For (8th), 28 Epsom (9th), 300 Wagon Load (10th), 11 ran, 5th, 2nd, 10th, 3d, 4th, 10th, 11th, 12th, 13th, 14th, 15th, 16th, 17th, 18th, 19th, 20th, 21st, 22nd, 23rd, 24th, 25th, 26th, 27th, 28th, 29th, 30th, 31st, 32nd, 33rd, 34th, 35th, 36th, 37th, 38th, 39th, 40th, 41st, 42nd, 43rd, 44th, 45th, 46th, 47th, 48th, 49th, 50th, 51st, 52nd, 53rd, 54th, 55th, 56th, 57th, 58th, 59th, 60th, 61st, 62nd, 63rd, 64th, 65th, 66th, 67th, 68th, 69th, 70th, 71st, 72nd, 73rd, 74th, 75th, 76th, 77th, 78th, 79th, 80th, 81st, 82nd, 83rd, 84th, 85th, 86th, 87th, 88th, 89th, 90th, 91st, 92nd, 93rd, 94th, 95th, 96th, 97th, 98th, 99th, 100th, 101st, 102nd, 103rd, 104th, 105th, 106th, 107th, 108th, 109th, 110th, 111th, 112th, 113th, 114th, 115th, 116th, 117th, 118th, 119th, 120th, 121st, 122nd, 123rd, 124th, 125th, 126th, 127th, 128th, 129th, 130th, 131st, 132nd, 133rd, 134th, 135th, 136th, 137th, 138th, 139th, 140th, 141st, 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CRICKET

Bishop leads West Indian slaughter of county leaders

By Richard Streeton

CANTERBURY: West Indians beat Kent by an innings and 43 runs

Ian Bishop, aged 20, the Trinidad fast bowler who has aroused the interest of several counties anxious to sign him, ripped the heart out of the Kent innings yesterday when they followed on 194 runs behind the West Indians. The championship leaders were beaten by an innings and 43 runs, having lost 20 wickets in one day.

Kent, whose team in this match included only one capped player, were dismissed earlier for 81 in their first innings. Aware of the criticism they might incur for fielding a below-strength team in this game, the county's executive committee took the precaution of issuing a statement before the match started. Chris Cowdrey, Tavaré, Benson, Taylor, Penn, Ellison and Marsh were all suffering from a variety of ailments and strains.

The committee said it was regretful but, having taken "very careful notice" of their medical advisers, the reports on the injuries had to be accepted. Kent were still able to include seven members of their first team squad and those who played did not lack incentive.

On Saturday, in fact, Kent took advantage of conditions ideal for seam bowling and did

well to dismiss the West Indians for 275. It was a different story yesterday, though, with the bat, particularly in the morning under an overcast sky. Kent were nine for four after four overs and were all out after two hours and 40 minutes.

Ambrose, Benjamin and Bishop all bowled with great hostility and Harper with guile as he finished with the best figures, four for 10 in 10.5 overs. Extras finished as top scorers; only Kelleher and Davis reached double figures. It was a sobering thought for Englishmen that this was a second-string attack with only Ambrose likely to play in the third Test on Thursday.

The Kent batsmen looked powerless to cope as the ball lifted and swung and Arthurton, Dujon, Harper and Richardson took some splendid close catches. Graham Cowdrey fought hard for 80 minutes before he was caught at 35, utterly deceived by a faster ball from Harper.

When Kent batted again, Ambrose quickly had Ward caught in the short leg area for the second time. Plesner, who needed more than 100 minutes to reach double figures, showed a full measure of determination and Hinks and Cowdrey stayed for a while.

Bishop, though, disposed of any question that Kentish pride would be salvaged when

he replaced Benjamin and began his decisive spell with six for 25 in 10.1 overs.

WEST INDIAN First Innings
D. L. Wright 10
R. B. Richardson 10
C. L. Hooper 10
K. V. A. Richards 10
P. J. Dutton 10
R. Harper 10
10 Wickets 10
C. E. Ambrose 10
W. K. Benjamin 10
I. K. Bishop 10
Extras (6 w, 1, nb 1) 10
Total 275

FALL OF WICKETS: 1-10, 2-20, 3-30, 4-40, 5-50, 6-60, 7-70, 8-80, 9-90, 10-100, 11-110, 12-120, 13-130, 14-140, 15-150, 16-160, 17-170, 18-180, 19-190, 20-200, 21-210, 22-220, 23-230, 24-240, 25-250, 26-260, 27-270, 28-280, 29-290, 30-300, 31-310, 32-320, 33-330, 34-340, 35-350, 36-360, 37-370, 38-380, 39-390, 40-400, 41-410, 42-420, 43-430, 44-440, 45-450, 46-460, 47-470, 48-480, 49-490, 50-500, 51-510, 52-520, 53-530, 54-540, 55-550, 56-560, 57-570, 58-580, 59-590, 60-600, 61-610, 62-620, 63-630, 64-640, 65-650, 66-660, 67-670, 68-680, 69-690, 70-700, 71-710, 72-720, 73-730, 74-740, 75-750, 76-760, 77-770, 78-780, 79-790, 80-800, 81-810, 82-820, 83-830, 84-840, 85-850, 86-860, 87-870, 88-880, 89-890, 90-900, 91-910, 92-920, 93-930, 94-940, 95-950, 96-960, 97-970, 98-980, 99-990, 100-1000, 101-1010, 102-1020, 103-1030, 104-1040, 105-1050, 106-1060, 107-1070, 108-1080, 109-1090, 110-1100, 111-1110, 112-1120, 113-1130, 114-1140, 115-1150, 116-1160, 117-1170, 118-1180, 119-1190, 120-1200, 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